A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

January 26, 1970

International Commerce

A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds

Company News

HARDWARE—Knape & Vogt Manufacturing Co., Grand Rapids, Mich., has established an Export Department to handle sales of Knape & Vogt products including builders' hardware, kitchen and clothes closet fixtures and hooks, throughout the world. The new Export Department will be responsible for the functions formerly performed by an outside export organization.

CONSTRUCTION—Stone & Webster Engineering Ltd., London, affiliate of Stone & Webster Engineering Corp., Boston, received a contract for the design engineering, purchasing and construction of a 600-million-pound-per-year ethylene plant at Gonfreville, France. The contract was awarded by Total Chimie, a subsidiary of the CFP/CFR Group. The ethylene plant will incorporate Stone & Webster's ultra-selective conversion cracking process with an integrated feed pretreatment, butadiene recovery, propylene purification and gasoline hydrogenation units. Completion of the project is scheduled for 1971.

COMPUTER SERVICES—Fimaco, Inc., Philadelphia based computer service firm, announced the formation of Fimaco, Ltd., in Kingston, Jamaica. The Kingston operations will allow Fimaco to produce a large amount of the work which it now contracts to outside firms. Fimaco provides computer input services that include key punching, clerical support and card-to-tape preparation for the EDP industry.

TRANSPORTATION—Associated Container Transportation (USA), New York, has selected Saint John, New Brunswick, as port-of-call for its upcoming service from North America to Australia and New Zealand. Through the firm's affiliate ACT (Canada), Saint John will service Canadian, Midwestern and New England markets. With ACT's port selection, the Province of New Brunswick announced details for a new $4 million container terminal which will be constructed on a 20-acre site and operated jointly by the Canadian Pacific Railway and McLean Kennedy Ltd. The railroad will tie its rail system to the terminal. ACT will begin service in early 1971 with the first of four modern containerships which are being built in West Germany.

Newsletter

A metallurgy symposium led by Albert Hall of the Battelle Memorial Institute helped bring an audience of 900 persons that included Britain's Air Marshal Sir Edward Chilton to a metals exhibition at the London U.S. Trade Center. The show, called Metallurgy '70, resulted in 12-month sales projections of close to $2 million, a notable upshot in a field of materials, equipment and techniques that often require plant changes, market education, or engineering and design modifications before they can be utilized.

What is a "Cooperative Office" of a Department of Commerce Field Office? One way to answer this question is to report a circuit tour of four New Jersey counties made last week by an international trade specialist of the New York Field Office. Charles Schwartz talked about marketing opportunities abroad with local businessmen. The meetings were set up by four organizations: the Bloomfield Chamber of Commerce, the Chamber of Commerce of Eastern Union County at Elizabeth, the Greater Newark Chamber of Commerce and the Plainfield Area Chamber of Commerce. All of these are cooperative offices of the New York Commerce Field Office.

Which country is taking away import protections for firms charging out-of-line prices, offering inferior goods or missing delivery dates? Which Scandinavian country radically revamped its tax system on Jan. 1? Which country had a 15% rise in its GNP during 1969? Answers: Mexico, Norway, Korea. Hundreds of such facts for traders are found in our World Trade Outlook issue, which appeared last week.

Oakland and Auckland are sound-alike names, and now the two cities are sister-ports. The document of affiliation, as ratified by the California municipality's Board of Port Commissioners, notes many similarities: both are in landlocked harbors, Oakland is as far north of the equator as the New Zealand city is south of it, climate and population are similar, and cargo tonnages at the ports are about equal. Now the cities hope that mutual international commerce benefits will follow from the friendship tie.

Oakland also has a sister-port relationship with Keelung, the port for Taipei, the capital of Taiwan. This developed out of a recent trade mission by Oakland port officials to the Far East city, and a visit by Keelung shipping leaders to Oakland.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

How do U.S. products fare in the world markets, item by item? A special 14-page section beginning on page 5 lists hundreds of Market Share Reports, recently updated and available from the Commerce Department. The reports contain detailed quantitative information on foreign markets, and the U.S. performance in those markets, covering the five-year period 1964-68. Four new countries have been added to the Market Share Report country series.

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International Commerce

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BUREAU OF INTERNATIONAL COMMERCE

Special Report

'64-'68 Market Share Reports for 73 countries, 1127 products listed, pages 5-18

Metallurgy '70 Closes With Projections of $2 Million 20
Twenty-one American firms wrote $65,886 in immediate orders; attracted important buyers to London U.S. Trade Center

Seven Agents Signed at INTERMED '70 in Stockholm 23
Exhibition ends with $1.1 million in estimated first year sales; two-day seminar by participants draws top quality audience

South Africa's Imports Grow; Exports Decline 24
Demands for all types of capital and consumer goods spurred by easing trade curbs and continuing economic growth

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DEPOSITED BY THE
UNITED STATES OF AMERICA

THREE TRADE DEVELOPMENT MISSIONS BY THE STATE OF WISCONSIN are honored in a U.S. Department of Commerce citation presented to Lucian G. Schlimgen, who heads the State's Division of Economic Development (second right), by Jack O. Padrick, Director of Commerce Department's Office of Field Services (second left). Schlimgen accepted the award for Gov. Warren P. Knowles, who led missions abroad in 1965, 1967 and 1969. Also in the photo are Harvey A. Raasch, vice-chairman of the Wisconsin Regional Export Expansion Council (left), and David F. Howe, Director of Commerce Department's Milwaukee Field Office (right). The latest Wisconsin mission, a 25-day trip to six Latin American countries last fall, reported $1.25 million in sales and expects $60 million additional business in the next ten years.

Harvard Institute announces seminars, U.S. plant tour

Summer sessions include fourth program for professional women

New marketing concepts for international business in the 70's will be the keynote of two International Marketing Institute summer seminars on the campus of the Harvard Graduate School of Business.

The eleventh annual Marketing Management and Marketing Research Program for business executives, government officials, and educators, will begin on June 21, under direction of Professor Edward C. Bursk, Editor of the *Harvard Business Review*.

This six-week course, since its start in 1960, has seen over 1,200 men from 90 nations complete its intensive curriculum. Almost 600 of the participants also took part in a six-week study tour of American industry which follows the academic portion of the program.

A companion program, the International Program for Business and Professional Women, will hold its fourth annual session at the same time. Under direction of Dr. Ernest J. Enright, former Director of the Harvard-Radcliffe Program in Business Administration, this course has graduated over 100 women from more than 15 countries.

The women take their morning classes with the men and then study specially selected topics in the afternoon. Those women who wish may join the six-week study tour of U.S. firms.

All educational programs of the Institute are under direction of Professor Stuart L. Mandell, Head of the Department of Economics and Management at Lowell Technological Institute. In addition to the summer courses at Harvard, the IMI, under Professor Mandell, has conducted seminars in over 40 nations. Month-long seminars were held in 1969 in New Zealand, South Africa, and Canada. Shorter seminars were held in eleven other countries.

Midwest REEC units to hold Chicago meeting

Eight councils included; Commerce's McLellan to speak

Members of eight Midwest Regional Export Expansion Councils will hold a meeting at the La Salle Hotel in Chicago Feb. 16, the day before the 33rd Chicago Mid-America World Trade Conference begins at the same site.

Robert McLellan, Deputy Assistant Secretary of Commerce for Business Development, will review the status and outlook of Commerce Department export expansion programs.

A panel session on export financing will hear from William F. Ogden, Jr., of the First National Bank of Minneapolis; Carlos E. Toro, Detroit Bank & Trust Co.; Arie J. A. Geurtz, Central Trust Co., Cincinnati; Thomas J. Tully, International Marketing & Consulting Corp., Cincinnati, and S. Stanley Katz of Commerce Department's Bureau of International Commerce.

Conference chairman speaks

A session on taxation will be addressed by Donald J. Erickson, Arthur Andersen & Co., Chicago, who is also chairman of the World Trade Conference; Henry T. King, Jr., TRW, Inc., Cleveland; John W. Heffernan, Marshall & Ilsley Bank, Milwaukee, and Vincent D. Travaglini, Bureau of International Commerce.

Export promotion is the subject for Robert D. Deitz, Consolidated Paint & Varnish Corp., Cleveland; Russell Wells, Hy-Line Poultry Farms, Des Moines; Francis J. Fabick, John Fabick Tractor Co., St. Louis, and Paul E. Pauly, Bureau of International Commerce.

The panel on transportation and documentation includes James F. Whitaker, C. S. Greene & Co., Chicago; Fred F. Rowland, Shippers International Service, St. Louis, and Charles H. Sullivan, Bureau of International Commerce.

Carl A. Gerstacker, chairman of the National Regional Export Expansion Council, will lead a discussion that will include reports from the chairmen of the regional councils of Chicago, Cincinnati, Cleveland, Des Moines, Detroit, Milwaukee, Minneapolis and St. Louis.

Massachusetts electronics firm receives Presidential 'E' award for export sales of components

Cambridge Thermionic employed direct mailings, overseas warehousing, distributor network to increase worldwide business

Cambridge Thermionic Corp. (Cambion), Boston, was awarded a Presidential "E" recently for increasing sales of its electronic components. In the last five years, Cambion substantially increased its exports by employing wide-spread foreign language direct mailing campaigns, establishing overseas warehouses, and creating a network of distributors to promote its overseas marketing program.

The firm employs 500 persons and manufactures coils, inductors, capacitors, semi-conductor integrated circuits and thermo-electric modules.

Approximately nine years ago, Cambion entered exporting on a modest scale through requests obtained in answer to an advertisement in an American trade magazine sent to overseas subscribers. This initial interest led the company to appoint two overseas representatives and to experiment in marketing.

In the autumn of 1962, Cambion's Sales Manager traveled to Europe and interviewed candidates for representatives in Italy, France, Germany, Sweden, Norway and the United Kingdom. It was evident from the trip that considerable competition existed and concentration by the representatives on unique Cambion products would be necessary. Instructions were given to promote certain products which European manufacturers might find difficult to copy due to the expenses required by tooling.

New philosophy

Since promotion of this type proved slow, Cambion changed its marketing philosophy to one based on personalized selling of useful electronic devices aimed at building an image of the products and the company name.

Promotional mailings in several languages were made, some as large as 25,000-30,000 pieces, to potentially interested engineering personnel in Europe. Advertising in German, French and English publications was also initiated. A warehouse was set up in the U.K. to facilitate distribution.

In 1967, as Cambion's export sales were increasing, it became apparent that fast delivery was important and that representatives would have to give an increasing amount of time to customers. To overcome these two problems, commission rates were adjusted and representatives were encouraged to become distributors as well as engineering sales organizations.

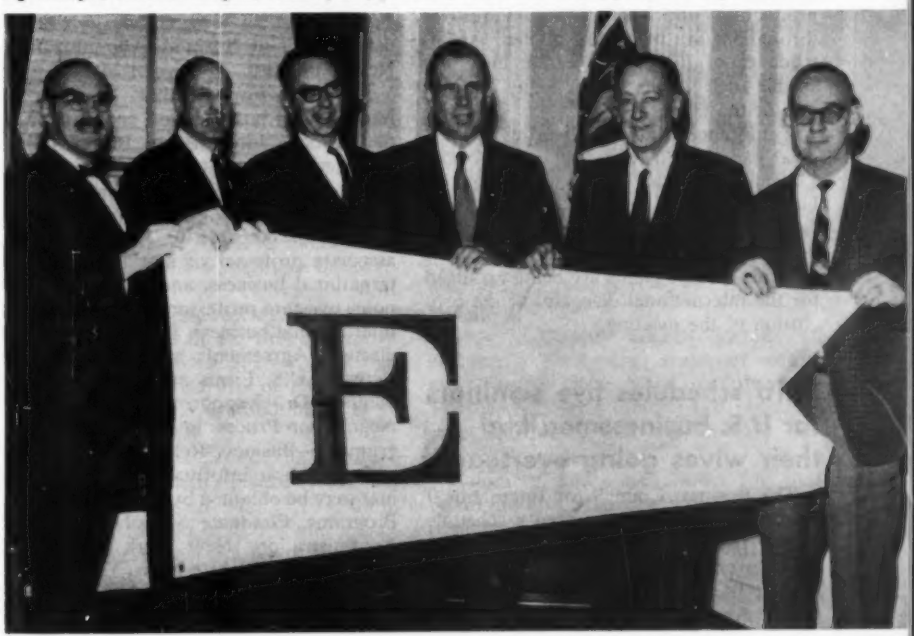
Added profit

A discount structure was set up allowing representatives to buy directly from Cambion and resell to European customers. The added profit margin enabled the distributor to maintain a local stock; within six months a noticeable upsurge in sales was seen in Stockholm, Duesseldorf and Paris.

Another boost to European sales came when the Cambion General Sales Manager gave a series of seminars during 1968 and early 1969 in many foreign cities.

Although the firm's efforts have centered mainly in Europe, representatives were recently established in India, Australia and Israel. A European representative for Finland is also newly appointed. Additional overseas markets are now being sought in South Africa.

ACCEPTING THE 'E' AWARD for Cambridge Thermionics in Massachusetts Governor Francis W. Sargent's office are: Robert M. Soule, export manager; Lowell Wilkes, vice-president; William G. Nowlin, marketing manager; Governor Sargent; Frank Lyman, president; William F. Stoehr, production superintendent.



Chile eases import rules in move to spur efficiency of domestic industries

The Chilean Government announced on Jan. 6 an import liberalization policy that will remove prohibitions on most items, including textiles, household appliances, bicycles, motorcycles, chemical products, plastics, cameras, and other consumer goods.

However, prohibitions will remain on luxury items and goods from the automotive and electronic industries.

The newly permitted imports will initially be subject to high duties that will be reduced gradually over a five-year period. Prior deposits will continue to be gradually reduced and eventually eliminated.

This new import policy is designed to help restructure highly-protected inefficient industries toward greater specialization in goods that can be more efficiently produced.

Powder metallurgists '70 world meeting is third for U.S.

Two American groups are joined by three overseas as sponsors

An International Powder Metallurgy Conference will be held in New York July 12-16 at the Waldorf-Astoria Hotel.

Held every fifth year, this is the third such international technical conference and exhibition to take place in the United States.

The conference will be sponsored by the American Powder Metallurgy Institute and the Metal Powder Industries Federation, with the cooperation of the Powder Metallurgy Joint Group of the British Institute of Metals, Ausschuss fuer Pulvermetallurgie, and the Japan Powder Metallurgy Parts Association.

The five-day conference will cover the latest developments in powder metallurgy and particle technology from both the fundamental and applied points of view including metal powders, processes, and the fabrication of end products. Important economic and marketing data will also be aired.

Powder metallurgists, engineers, scientists, educators, and management interested in the growth and potential of powder metallurgy and the metal powder producing and consuming industries throughout the world are invited. An attendance of 2,000 is expected, including sizable delegations from many nations outside the U.S.

Conference authors, delivering 78 technical papers, will represent the following 13 countries: Austria, Canada, Denmark, United Kingdom, France, Germany, Italy, Japan, Romania, the Soviet Union, Sweden, United States and Yugoslavia.

Tours of U.S. plants are being arranged for the international delegates at the conclusion of the meeting.

BCIU schedules five seminars for U.S. businessmen and their wives going overseas

The Business Council for International Understanding has announced a schedule of five two-week seminars for executives going overseas. The sessions, which are held at BCIU's Washington headquarters on the American University campus, will be held from Feb. 16-27, Mar. 9-20, Apr. 13-24, May 11-22 and June 8-19.

These seminars, which are designed for both the executive and his wife, deal with problems of working and living in a culture based on values different from their own. They attempt to sensitize participants to the professional and personal problems of dealing with businessmen (and others) of a different culture. They also provide an intensive introduction to the country or area of the participants' concern. Areas covered include Europe, Japan and East Asia, Latin America, South and Southeast Asia, the Middle East, Africa and the Southwest Pacific. Any area of the world is available at any session, depending on the needs of the businessmen.

Any required language is available individually, or in small groups, at any mutually convenient time.

Special programs are available for firms with numbers of personnel seeking preparation for a particular country or area. These can be presented in Washington or anywhere in the United States or abroad. Intensive short seminars can be prepared for companies seeking to update the competency of personnel working with particular countries or in particular problem areas.

Worldwide business-state relations to be studied at NYU executive seminar

A seminar in "International Government—Business Relations" for the professional business community will be held Feb. 17 at New York University's Graduate School of Business Administration, New York City.

Dr. John Fayerweather, professor of international business and coordinator of the School's International Business Program, will coordinate the discussions and speak on "Nationalism and the Multinational Corporation—the Climate."

Other speakers are Dr. Jean Boddewyn, associate professor of marketing and international business, and Dr. Ashok Kapoor, assistant professor of marketing and international business. Dr. Boddewyn will discuss "Agreements and Disagreements Between U.S. Firms and Other Governments." Dr. Kapoor will discuss "The Negotiation Process in International Government—Business Relations."

Registration information for the seminar may be obtained by writing Executive Programs, Graduate School of Business Administration, New York University, 100 Trinity Place, New York, N.Y. 10006, or telephoning 212-732-5820, ext. 380.

Michigan U. Institute has joint venture, licensing seminar

A two-day seminar on international licensing and joint ventures will be held at Ann Arbor, Mich. Feb. 27-28 under the sponsorship of the Institute for International Commerce of the University of Michigan.

The seminar will explore the selection of company methods to penetrate overseas markets, how to put together successful international licensing programs, and how to design and work with successful international joint ventures.

Session leaders are Drs. Alfred F. Conard, James D. Goodnow and Vern Terpstra of the University of Michigan; R. J. Knorr, director of the international division of the Kirsch Co., Sturgis, Mich.; R. E. Peterson of the office of associated companies of Dow Chemical Co., Midland, Mich.; Jack Elliott Savage, executive vice-president of Intermart, Inc., Birmingham, Mich., and John R. Spielman of the general counsel's office, Ford Motor Co., Dearborn, Mich.

For information write: Dr. James D. Goodnow, Institute for International Commerce, Graduate School of Business Administration, University of Michigan, Ann Arbor, Mich. 48104.

Eximbank loan helps Spain buy $18 million in U.S. goods

A $7 million Eximbank loan to Iberduero, S.A., will help finance the purchase of some $18 million of U.S. machinery, equipment, and services for adding a 541-milliwatt thermal electric generating unit to Iberduero's Santurce thermal power plant near Bilbao, Spain. Total cost of the project is estimated at $52 million.

Established in 1901, Iberduero is Spain's largest electric utility and the largest privately-owned industrial enterprise in Spain, serving principally the highly industrialized Basque provinces in the northern part of the country.

Loans authorized by Eximbank in favor of Iberduero since 1958 have totaled some $55 million. The current loan is to be repaid in seven semiannual installments beginning in November 1971, with interest on outstanding balances at the annual rate of six percent.

ANNUAL REVISION

Market Share Reports, updated, now available

Country series broadened from 69 to 73 reports; 1,127 products, years 1964-68 covered

The Commerce Department again is offering improved and more extensive coverage in its latest annual revision of Market Share Reports.

Issued in a country and a commodity series to provide both experienced and prospective U.S. exporters with detailed information on foreign markets, the updated reports this year cover the period 1964-68.

Market Share Reports present quantitative information on international trade in manufactured products covering more than three quarters of the total exported output of all of the free world's factories. The data can be used to identify potential markets, analyze changes in import demand, assess the position of U.S. and foreign exporters, project market growth, and evaluate markets for components, parts, and accessories.

The reports are the only available tool by which the business executive may compare his firm's own export performance in a specific market with that of his industry as a whole or with that of manufacturers of the same product in other countries.

The five-year spread of data on imports of more than 1,100 commodities by 90 countries were prepared from special computer runs designed by Commerce's International Trade Analysis Division and ordered from the Statistical Office of the U.N. The commodity classification system used is the U.N. Standard International Trade Classification, Revised (SITC).

Improvements broaden coverage

The current tabulations, similar to those issued in March 1969 with 1962-67 data, offer the following improvements:

► The country series is increased from 69 to 73 reports.

► The commodity series includes a new summary report on aircraft. Wider coverage on aircraft also is included in many of the country reports.

► Revisions of 1967 U.S. exports and better coverage of 1967 Swedish exports and imports are included.

The **country** series gives businessmen the U.S. dollar values, U.S. percentage shares, and eight other countries' values of shipments of manufactured products to 73 of the world's leading importing nations. Thirty-one of this year's 73 reports have already been issued and their availability announced in the Dec. 22, 1969, issue of INTERNATIONAL COMMERCE.

The country series shows the dollar values of shipments of 1,127 manufactured products into a single foreign market in the years 1964-68. For the countries reporting import statistics, the value is given for imports from the world, the United States, and eight leading suppliers.

Each country report also gives the dollar value of all commodities and all manufactures in separate totals, whether based on import figures or on shipments by the 14 major suppliers.

Thirty-seven countries now are reporting up-to-date, internationally comparable import data to the United Nations. The dollar value of exports from the 14 major industrial suppliers is given for the remaining 36 countries covered. Of these 36, four are included this year for the first time: Cameroon, Kuwait, Saudi Arabia, and Zambia.

A manufacturer of photographic and motion picture supplies (except chemical products), for example, would like to appraise the German Federal Republic's market for such items. He purchases the Market Share report for Germany—MSR 70-90021—as a basic research tool. Company analysts find in the first column of figures under SITC No. 862.4 (p. 66) that the German total imports of these goods increased from $29,610,000 in 1964 to $70,072,000 in 1968.

During the same period, the next two columns show, such imports from the United States climbed from $7,162,000 to $25,792,000, a gain of 260% and a U.S. share of market increase from 24.2% to 32.6%. The U.S. was the top supplier.

Viewing the position of the major suppliers in this market, reported in the other columns, the analysts find that shipments from Belgium-Luxembourg—greater than those from the United States in 1964—increased in the five-year period from $10,856,000 to $19,897,000, an 83% gain.

Using the same report, the market analysts also reviewed data on the five components of photographic supplies. Of those shown, almost half the U.S. shipments were for unexposed film in rolls, SITC 862.42, which tripled 1964-68; our share increased from 30.6% to 44.3%. Another important item was sensitized paper and cloth, SITC 862.43, growing ten-fold.

The information indicates that the market for photographic supplies in Germany is strong. The analysts recommend that the company review in depth distribution facilities there for photographic film in an effort to further expand their sales in this expanding market.

Commodity coverage

The **commodity** series, based on exports from the United States and 13 other exporting countries, gives a reasonably complete approximation of the total import market for most manufactures. The commodity reports list separately the dollar value of shipments by the United States and the eight principal suppliers of the specified products from among the 13 other leading industrial suppliers: Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Japan, Netherlands, Norway, Sweden, Switzerland, and the United Kingdom.

The commodity reports include all chemicals, machinery, transport equipment, metals and other manufactures. They do not cover mineral fuel products, processed foods, fats, oils, military firearms and ammunition.

Summary totals are shown for four broad groups of manufactures: chemicals, basic manufactures, machinery and transport equipment, and miscellaneous manufactures. Selected summary totals are also shown for certain major classes of manufactured products such as organic chemi-

cals, iron and steel, nonferrous metals, metal products, nonelectric machinery, electric machinery, transport equipment.

The new report on aircraft—MSR 70-90953, listed for SITC No. 734—has been added to provide information on British aircraft exports formerly not available in this series. As the United Kingdom is the major exporter of aircraft, after the United States, the information is an important addition.

Moreover, this new coverage provides, for all 36 of the country reports based on export data, statistics on aircraft not included in the earlier series. For example, the Argentine country report now shows that British aircraft exports to that market reached $8,237,000 in 1968, compared to U.S. shipments of $26,746,000.

Important gaps exist in commodity series data for textiles and nonferrous metals, which are exported in large quantities by countries other than the 14 major suppliers mentioned earlier. The developing countries are important shippers of these two classes of commodities.

Each of the commodity reports covers one or more of the 380 subgroups (four-digit products) and 747 items (five-digit products) of manufactured goods. Each report lists exports of the 14 nations to the world, the U.S. and 90 other countries in 1964-68.

Selection is important

A U.S. executive selecting the most appropriate reports for his own company's needs will find it helpful to differentiate between the four-digit and the five-digit MSR. If his firm manufactures a variety of heating and cooling equipment, for example, he may wish to order the four-digit subgroup report. MSR 70-90844, listed for SITC No. 719.1. This report covers gas generators, air-conditioning machines, furnace burners and mechanical stokers, industrial and laboratory furnaces and ovens (nonelectric), refrigerators other than domestic, and other apparatus—though they are not shown separately.

If his company makes only gas generators, however, he will want the most detailed data he can obtain on the size of the world market and specific foreign markets for that particular item, and the U.S. performance in those markets. He will thus order MSR 70-90845 (gas generators), listed for SITC No. 719.11.

How it helps

In what ways can a commodity report help a manager develop a comprehensive market penetration plan?

A manufacturer of washing machines would like to expand sales by entering a new market in the Western Hemisphere. Examining the first column of figures in MSR 70-90898 listed for SITC 725.02 (domestic washing mahines), which presents the dollar value of shipments to 90 countries from 14 major industrial nations between 1964 and 1968, he finds that Canada and Venezuela are the biggest markets for his product.

Total shipments of washing machines to Canada, 1964-68, have soared from $8,279,000 to $16,093,300 and U.S. shipments (col. 2), from $7,660,000 to $10,806,000. Total shipments to Venezuela during the five-year period have climbed from $4,619,000 to $7,133,000 and U.S. shipments from $4,464,000 to $5,820,000. For both countries, however, the U.S. share (col. 3) has been declining.

Columns four through eleven present exports from eight major industrial countries to each market. Column six shows that the United Kingdom has increased its washing machine exports to Canada over the period about seven-fold. Both the United Kingdom and Canada (col. 9) have expanded their shipments to Venezuela.

On the basis of information from the Market Share Reports and other sources, the manager sees possibilities in both areas and recommends that the company make an on-the-spot investigation of the two markets.

Both series—country reports alphabetically, commodity reports by SITC number—are listed below. Each is followed by an MSR number to be used in ordering. Country reports cost 75 cents each; commodity reports, 10 cents. **Write:** Sales and Distribution, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230.

The list continues through page 18.

COUNTRY SERIES

Reports on countries in bold face are based on import data. Reports for Malaysia, Mexico, Nigeria, and Thailand are expected to be issued in early spring. Their availability will be announced in International Commerce. *Meanwhile, reports showing data through 1967 for these four countries may be purchased.*

Algeria—MSR 70-90001
Argentina—MSR 70-90002
Australia—MSR 70-90003
Austria—MSR 70-90004
Belgium-Luxembourg—MSR 70-90005
Bolivia—MSR 70-90006
Brazil—MSR 70-90007
Cameroon—MSR 70-90008
Canada—MSR 70-90009
Chile—MSR 70-90010
Colombia—MSR 70-90011
Republic of the Congo (Kinshasa)—MSR 70-90012
Costa Rica—MSR 70-90013
Denmark—MSR 70-90014
Dominican Republic—MSR 70-90015
Ecuador—MSR 70-90016
El Salvador—MSR 70-90017
Ethiopia—MSR 70-90018
Finland—MSR 70-90019
France—MSR 70-90020
Federal Republic of Germany—MSR 70-90021
Ghana—MSR 70-90022
Greece—MSR 70-90023
Guatemala—MSR 70-90024
Honduras—MSR 70-90025
Hong Kong—MSR 70-90026
India—MSR 70-90027
Indonesia—MSR 70-90028
Iran—MSR 70-90029
Ireland—MSR 70-90030
Israel—MSR 70-90031
Italy—MSR 70-90032
Ivory Coast—MSR 70-90033
Jamaica—MSR 70-90034
Japan—MSR 70-90035
Kenya—MSR 70-90036
Republic of Korea—MSR 70-90037
Kuwait—MSR 70-90038
Lebanon—MSR 70-90039
Liberia—MSR 70-90040
Libya—MSR 70-90041
Malaysia—MSR 70-90042
Mexico—MSR 70-90043
Morocco—MSR 70-90044
Netherlands—MSR 70-90045
New Zealand—MSR 70-90046
Nicaragua—MSR 70-90047
Nigeria—MSR 70-90048
Norway—MSR 70-90049
Pakistan—MSR 70-90050
Panama—MSR 70-90051
Peru—MSR 70-90052
Philippines (data through 1967 only)—MSR 70-90053
Portugal—MSR 70-90054
Saudi Arabia—MSR 70-90055
Singapore—MSR 70-90056
South Africa—MSR 70- 90057
Spain—MSR 70-90058
Sweden—MSR 70-90059
Switzerland—MSR 70-90060
Taiwan—MSR 70-90061
Tanzania—MSR 70-90062
Thailand—MSR 70- 90063
Trinidad and Tobago—MSR 70-90064
Tunisia—MSR 70-90065
Turkey—MSR 70-90066
Uganda—MSR 70-90067
United Arab Republic (Egypt)—MSR 70-90068
United Kingdom—MSR 70-90069
Venezuela—MSR 70-90070
Republic of Viet-Nam—MSR 70-90071
Yugoslavia—MSR 70-90072
Zambia—MSR 70-90073

COMMODITY SERIES

In the reports followed by an asterisk (*), U.S. export data are not shown because U.S. statistics could not be matched exactly to the commodity classification used—the United Nations Standard International Trade Classification, Revised (SITC).

5 —CHEMICALS. MSR 70-90074

Organic chemicals

512 —Organic chemicals. MSR 70-90075
512.1—Hydrocarbons and their derivatives. MSR 70-90076*
512.11—Styrene. MSR 70-90077

512.12—Other hydrocarbons. MSR 70-90078*
512.13—Halogenated derivatives of hydrocarbons. MSR 70-90079*
512.14—Other derivatives of hydrocarbons. MSR 70-90080*
512.2—Alcohols, phenols, phenol-alcohols, and glycerine. MSR 70-90081*
512.21—Methyl alcohol. MSR 70-90082
512.22—Other acyclic alcohols and derivatives. MSR 70-90083*
512.23—Cyclic alcohols and derivatives. MSR 70-90084*
512.24—Ethyl alcohol, undenatured, and denatured spirits. MSR 70-90085
512.25—Fatty alcohols. MSR 70-90086*
512.26—Glycerol and glycerol lyes. MSR 70-90087
512.27—Phenols and phenol-alcohols. MSR 70-90088*
512.28—Derivatives of phenols or phenol-alcohols. MSR 70-90089*
512.3 —Ethers, epoxides, and acetals. MSR 70-90090*
512.31—Ethers, ether-alcohols, ether-phenols, alcohol and ether peroxides, and derivatives. MSR 70-90091*
512.32—Epoxides, epoxy compounds, and derivatives. MSR 70-90092*
512.33—Acetals, hemiacetals, and derivatives. MSR 70-90093*
512.4—Aldehyde, ketone, and quinone function compounds. MSR 70-90094*
512.41—Oxygen function aldehydes. MSR 70-90095*
512.42—Derivatives of oxygen function aldehydes. MSR 70-90096*
512.43—Ketones, quinones, and derivatives. MSR 70-90097*
512.5 —Acids and their derivatives. MSR 70-90098*
512.51—Monoacids and derivatives. MSR 70-90099*
512.52—Polyacids and derivatives. MSR 70-90100*
512.53—Oxygen function acids and derivatives. MSR 70-90101*
512.6 —Inorganic esters and their derivatives. MSR 70-90102*
512.61—Sulfuric esters and their derivatives. MSR 70-90103*
512.62—Nitrous and nitric esters and their derivatives. MSR 70-90104*
512.63—Phosphoric esters and their derivatives. MSR 70-90105*
512.64—Carbonic esters and their derivatives. MSR 70-90106*
512.69—Other inorganic esters and their derivatives. MSR 70-90107*
512.7 —Nitrogen function compounds. MSR 70-90108*
512.71—Amine function compounds. MSR 70-90109*
512.72—Oxygen function amino-compounds. MSR 70-90110*
512.73—Quaternary ammonium salts and hydroxides. MSR 70-90111*
512.74—Amide function compounds. MSR 70-90112*
512.75—Amide- and amine function compounds. MSR 70-90113*
512.76—Nitrile function compounds. MSR 70-90114*
512.77—Diazo-, azo-, and azoxy compounds. MSR 70-90115*
512.78—Organic derivatives of hydrazine or hydroxylamine. MSR 70-90116*
512.79—Compounds with other nitrogen functions. MSR 70-90117*
512.8 —Organo-inorganic and heterocyclic compounds. MSR 70-90118*
512.81—Organo-sulfur compounds. MSR 70-90119*
512.82—Organo-arsenic compounds. MSR 70-90120*
512.83—Organo-mercury compounds. MSR 70-90121*
512.84—Other organo-inorganic compounds. MSR 70-90122*
512.85—Heterocyclic compounds, including nucleic acids. MSR 70-90123*
512.86—Sulfonamides. MSR 70-90124
512.87—Sultones and sultams. MSR 70-90125*
512.9 —Other organic chemicals. MSR 70-90126*
512.91—Enzymes. MSR 70-90127
512.92—Sugars, except sucrose, glucose, and lactose; sugar esters and salts, n.e.s. MSR 70-90128*
512.99—Other organic compounds. MSR 70-90129*

Inorganic Chemicals: Elements, oxides, and halogen salts

513.1 —Oxygen, nitrogen, hydrogen, and rare gases. MSR 70-90130
513.11—Oxygen. MSR 70-90131*
513.12—Nitrogen. MSR 70-90132*
513.13—Hydrogen and rare gases. MSR 70-90133*
513.2 —Chemical elements, n.e.s. MSR 70-90134
513.21—Chlorine. MSR 70-90135
513.22—Other halogens. MSR 70-90136*
513.23—Sulfur, sublimed or precipitated; colloidal sulfur. MSR 70-90137
513.24—Metalloids n.e.s. MSR 70-90138*
513.25—Mercury. MSR 70-90139
513.26—Alkali and rare earth metals. MSR 70-90140*
513.27—Carbon black and similar carbons. MSR 70-90141
513.28—Gas carbons. MSR 70-90142*
513.3 —Inorganic acids and oxygen compounds of nonmetals or metalloids. MSR 70-90143
513.31—Hydrochloric and chlorosulfonic acids. MSR 70-90144*
513.32—Sulfur dioxide. MSR 70-90145*
513.33—Sulfuric acid; oleum. MSR 70-90146
513.34—Nitric acid; sulfonitric acids. MSR 70-90147*
513-35—Phosphorus pentoxide and phosphoric acids. MSR 70-90148*
513.36—Arsenic trioxide, pentoxide, and acids of arsenic. MSR 70-90149*
513.37—Boric oxide and boric acid. MSR 70-90150
513.39—Other inorganic acids and oxygen compounds of nonmetals or metalloids. MSR 70-90151*
513.4 —Halogen and sulfur compounds of nonmetals or metalloids. MSR 70-90152
513.41—Halides, oxyhalides, and other halogen compounds of nonmetals or metalloids. MSR 70-90153*
513.42—Sulfides of nonmetals or metalloids. MSR 70-90154*
513.5 —Metallic oxides, principally used in paints. MSR 70-90155
513.51—Zinc oxide and peroxide. MSR 70-90156*
513.52—Manganese oxides. MSR 70-90157*
513.53—Iron oxides and hydroxides. MSR 70-90158*
513.54—Cobalt oxides and hydroxides. MSR 70-90159*
513.55—Titanium oxides. MSR 70-90160
513.56—Lead oxides. MSR 70-90161*
513.6 —Other inorganic bases and metallic oxides. MSR 70-90162
513.61—Ammonia, anhydrous or in aqueous solution. MSR 70-90163
513.62—Caustic soda. MSR 70-90164
513.63—Caustic potash; peroxides of potassium or sodium. MSR 70-90165
513.64—Oxides, hydroxides, and peroxides of strontium, barium, or magnesium. MSR 70-90166
513.65—Aluminum oxide and hydroxide. MSR 70-90167
513.66—Artificial corundum. MSR 70-90168
513.67—Chromium oxides and hydroxides. MSR 70-90169
513.68—Tin oxides. MSR 70-90170
513.69—Other inorganic bases, metallic oxides, hydroxides, and peroxides. MSR 70-90171

Other inorganic chemicals

514 —Other inorganic chemicals. MSR 70-90172
514.1 —Metallic salts and peroxysalts of inorganic acids. MSR 70-90173*
514.11—Fluorides, fluorosilicates, fluoroborates, and other complex fluorine salts. MSR 70-90174*
514.12—Chlorides and oxychlorides. MSR 70 90175*
514.13—Chlorites and hypochlorites. MSR 70-90176*
514.14—Chlorates and perchlorates. MSR 70-90177*
514.15—Bromides, oxybromides, bromates, perbromates, and hypobromites. MSR 70-90178*
514.16—Iodides, oxyiodides, iodates, and periodates. MSR 70-90179*
514.2 —Other metallic salts and peroxysalts of inorganic acids (I). MSR 70-90180*
514.21—Sulfides and polysulfides. MSR 70-90181*
514.22—Diothionites; sulfoxylates. MSR 70-90182*
514.23—Sulfites and thiosulfates. MSR 70-90183*
514.24—Sulfates and persulfates. MSR 70-90184*
514.25—Nitrites and nitrates. MSR 70-90185*
514.26—Phosphites, hypophosphites, and phosphates. MSR 70-90186*
514.27—Arsenites and arsenates. MSR 70-90187*
514.28—Neutral sodium carbonate (soda ash). MSR 70-90188
514.29—Other carbonates and percarbonates. MSR 70-90189*
514.3 —Other metallic salts and peroxysalts of inorganic acids (II). MSR 70-90190*
514.31—Cyanides and complex cyanides. MSR 70-90191*
514.32—Fulminates and cyanates. MSR 70-90192*
514.33—Silicates. MSR 70 90193*
514.34—Borates and perborates. MSR 70-90194*
514.35—Salts of metallic acids. MSR 70-90195*
514.36—Other salts and peroxysalts of inorganic acids, except azides. MSR 70-90196*
514.37—Colloidal precious metals and their compounds. MSR 70-90197*
514.9 —Inorganic chemical products, n.e.s. MSR 70-90198*
514.91—Liquid air. MSR 70-90199*
514.92—Hydrogen peroxide. MSR 70-90200*
514.93—Phosphides. MSR 70-90201*
514.94—Calcium carbide. MSR 70-90202*
514.95—Other carbides. MSR 70 90203*
514.96—Hydrides, nitrides, azides, silicides, and borides. MSR 70-90204*

514.99—Other inorganic compounds n.e.s. MSR 70-90205*

Radioactive and associated materials

515 —Radioactive and associated materials. MSR 70-90206
515.1 —Radioactive chemical elements and isotopes. MSR 70-90207*
515.2 —Stable isotopes and their compounds. MSR 70-90208*
515.3 —Compounds and mixtures of thorium, uranium, and rare earth metals. MSR 70-90209*

Mineral tar and crude chemicals from coal, petroleum, and natural gas

521.1 —Mineral tar. MSR 70-90210
521.3 —Ammoniacal gas liquors and spent oxide. MSR 70-90211
521.4 —Oils and other coal-tar distillation products. MSR 70-90212

Synthetic organic dyestuffs, natural indigo, and color lakes

531.0 —Synthetic organic dyestuffs, natural indigo, and color lakes. MSR 70-90213
531.01—Synthetic organic dyestuffs and natural indigo. MSR 70-90214
531.02—Color lakes. MSR 70-90215

Dyeing and tanning extracts, and synthetic tanning materials

532 —Dyeing and tanning extracts and synthetic tanning materials. MSR 70-90216
532.1 —Dyeing extracts. MSR 70-90217*
532.3 —Synthetic tanning materials. MSR 70-90218
532.4 —Tanning extracts of vegetable origin. MSR 70-90219*
532.5 —Tannic acids and derivatives. MSR 70-90220*

Pigments, paints, varnishes, and related materials

533.1 —Coloring materials. MSR 70-90221
533.2 —Printing inks. MSR 70-90222
533.3 —Prepared paints, enamels, lacquers, and driers. MSR 70-90223
533.31—Prepared pigments, opacifiers, enamels, and similar products. MSR 70-90224
533.32—Varnishes, water pigments, stamping foils, and dyes. MSR 70-90225
533.33—Artists' colors. MSR 70-90226
533.34—Prepared driers. MSR 70-90227
533.35—Putty, painters' fillings, and similar products. MSR 70-90228

Medicinal and pharmaceutical products

541.1 —Vitamins and provitamins. MSR 70-90229
541.3 —Penicillin, streptomycin, and other antibiotics. MSR 70-90230
541.4 —Opium alkaloids, cocaine, and other vegetable alkaloids and derivatives. MSR 70-90231
541.5 —Hormones. MSR 70-90232
541.6 —Glycosides, glands, sera, and vaccines. MSR 70-90233
541.61—Glycosides and their derivatives. MSR 70-90234
541.62—Organotherapeutic glands, other organs, and their extracts. MSR 70-90235
541.63—Bacterial products, sera, vaccines. MSR 70-90236
541.7 —Medicaments. MSR 70-90237
541.9 —Pharmaceutical goods. MSR 70-90238
541.91—Bandages and similar articles treated with pharmaceutical products. MSR 70-90239
541.99—Other pharmaceutical goods. MSR 70-90240

Essential oils, perfume, and flavor materials

551.1 —Essential oils and resinoids. MSR 70-90241
551.2 —Synthetic perfume and flavor materials. MSR 70-90242
551.21—Terpenic by-products. MSR 70-90243*
551.22—Concentrates of essential oils in fats, fixed oils, or waxes. MSR 70-90244*
551.23—Mixtures of odoriferous substances used as raw materials in industry. MSR 70-90245*
551.24—Aqueous distillates and solutions of essential oils. MSR 70-90246*

Perfumery and cosmetics, dentifrices, and other toilet preparations, except soaps

553.0 —Perfumery, cosmetics, and other toilet preparations. MSR 70-90247

Soaps, cleansing and polishing preparations

554.1 —Soaps. MSR 70-90248
554.2 —Surface acting agents and washing preparations. MSR 70-90249
554.3 —Polishes and similar preparations for polishing and preserving leather, wood, and other materials. MSR 70-90250

Fertilizers, manufactured

561 —Fertilizers, manufactured. MSR 70-90251
561.1 —Nitrogenous fertilizers and materials. MSR 70-90252
561.2 —Phosphatic fertilizers and materials. MSR 70-90253
561.21—Basic slag (Thomas slag). MSR 70-90254*
561.29—Other phosphatic fertilizers and materials. MSR 70-90255*
561.3 —Potassic fertilizers and materials. MSR 70 90256
561.9 —Fertilizers, n.e.s. MSR 70-90257

Explosives and pyrotechnic products

571.1 —Propellent powders and other prepared explosives. MSR 70-90258
571.11—Propellent powders. MSR 70-90259
571.12—Other prepared explosives. MSR 70-90260
571.2 —Fuses, primers, and detonators. MSR 70-90261
571.21—Mining, blasting, and safety fuses. MSR 70-90262
571.22—Percussion and detonating caps, igniters, and detonators. MSR 70-90263
571.3 —Pyrotechnic articles. MSR 70-90264
571.4 —Hunting and sporting ammunition. MSR 70-90265

Plastic materials, regenerated cellulose, and artificial resins

581.1 —Products of condensation, polycondensation, and polyaddition. MSR 70-90266
581.2 —Products of polymerization and copolymerization. MSR 70-90267
581.3 —Regenerated cellulose, chemical derivatives of cellulose, and vulcanized fiber. MSR 70-90268
581.31—Vulcanized fiber. MSR 70-90269
581.32—Regenerated cellulose and cellulose derivatives. MSR 70-90270
581.9 —Other artificial resins and plastic materials. MSR 70-90271
581.91—Hardened proteins. MSR 70-90272
581.92—Modified natural resins, ester gums, and natural rubber derivatives. MSR 70-90273
581.99—Other artificial plastic materials. MSR 70-90274

Chemical materials and products, other

599.2 —Insecticides, fungicides, and disinfectants, MSR 70-90275
599.5 —Starches, gluten, albuminoid substances, and glues. MSR 70-90276
599.51—Starches and inulin. MSR 70-90277
599.52—Gluten and gluten flour. MSR 70-90278
599.53,54—Casein, albumin, and derivatives. MSR 70-90279
599.55—Gelatin and derivatives; glue derived from bones and similar products. MSR 70-90280
599.56—Protein substances and their derivatives; hide powder. MSR 70-90281*
599.57,59—Dextrins, starch glues, and prepared glues n.e.s. MSR 70-90282
599.6 —Wood and resin-based chemicals. MSR 70-90283
599.61—Tall oil. MSR 70-90284
599.62—Concentrated sulfite lye. MSR 70-90285
599.63—Spirits of turpentine and other terpenic solvents. MSR 70-90286
599.64—Rosin and resin acids and their derivatives. MSR 70-90287
599.65—Wood tar, wood tar oils, creosote, naphtha, and acetone oil. MSR 70-90288
599.66—Vegetable pitch and similar compounds. MSR 70-90289
599.7 —Organic chemical products, n.e.s. MSR 70-90290
599.71—Artificial and prepared waxes, not emulsified or containing solvents. MSR 70-90291
599.72—Artificial and colloidal graphite. MSR 70-90292
599.73—Animal black. MSR 70-90293
599.74—Prepared glazings, dressings, and mordants. MSR 70-90294
599.75—Antiknock preparations and similar prepared mineral oil additives. MSR 70-90295
599.76—Prepared rubber accelerators. MSR 70-90296
599.77—Prepared culture media. MSR 70-90297
599.78—Charges for fire extinguishers. MSR 70-90298
599.9 —Chemical products and preparations, n.e.s. MSR 70-90299
599.91—Modeling pastes and dental impression compounds. MSR 70-90300
599.92—Activated carbon and natural mineral products. MSR 70-90301
599.93—Ferrocerium and other pyrophoric alloys. MSR 70-90302
599.94—Pickling preparations for metal surfaces, fluxes, and other welding preparations. MSR 70-90303
599.95—Composite varnish solvents and thinners. MSR 70-90304
599.99—Other chemical products and preparations, n.e.s. MSR 70-90305

6 —MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL. MSR 70-90306

Leather

611 —Leather. MSR 70-90307
611.2 —Reconstituted and artificial leather. MSR 70-90308
611.3 —Calf leather. MSR 70-90309
611.4 —Other bovine and equine leather. MSR 70-90310
611.9 —Leather, n.e.s. MSR 70-90311
611.91—Leather of sheep and lamb skins. MSR 70-90312
611.92—Leather of goat and kid skins. MSR 70-90313
611.93-95—Chamois-, parchment-, and patent-dressed leather. MSR 70-90314
611.99—Other leather. MSR 70-90315

Manufactures of leather or artificial or reconstituted leather, n.e.s.

612 —Manufactures of leather, or artificial or reconstituted leather, n.e.s. MSR 70-90316
612.1 —Machine leather belting and other machinery leather. MSR 70-90317
612.2 —Saddlery and similar goods. MSR 70-90318
612.3 —Uppers, legs, and other footwear parts. MSR 70-90319
612.9 —Manufactures of leather, n.e.s. MSR 70-90320

Fur skins, tanned or dressed

613.0 —Fur skins, tanned or dressed. MSR 70-90321

Materials of rubber

621.0 —Materials of rubber. MSR 70-90322
621.01—Plates, sheets, and granules of unvulcanized rubber. MSR 70-90323
621.02—Unvulcanized rubber in other forms. MSR 70-90324
621.03—Vulcanized rubber thread and cord. MSR 70-90325
621.04—Plates, sheets, and profile shapes of unhardened vulcanized rubber. MSR 70-90326*
621.05—Piping and tubing of unhardened vulcanized rubber. MSR 70-90327
621.06—Hardened rubber in primary forms, scrap, and powder. MSR 70-90328*

Articles of rubber, n.e.s.

629.1 —Rubber tires and tubes. MSR 70-90329
629.3 —Hygienic and pharmaceutical articles of unhardened rubber. MSR 70-90330
629.4 —Transmission, conveyor, or elevator belts and belting of rubber. MSR 70-90331
629.9 —Other articles of rubber. MSR 70-90332
629.98—Articles of unhardened rubber, n.e.s. MSR 70-90333
629.99—Articles of hardened rubber, n.e.s. MSR 70-90334

Veneers, plywood boards, reconstituted wood and other wood, worked

631.1 —Veneer sheets. MSR 70-90335
631.2 —Plywood, including veneered panels. MSR 70-90336
631.21—Plywood and veneered panels; inlaid wood. MSR 70-90337*
631.22—Cellular wood panels. MSR 70-90338*
631.4 —Improved or reconstituted wood. MSR 70-90339
631.41—Improved wood. MSR 70-90340
631.42—Reconstituted wood. MSR 70-90341
631.8 —Wood simply shaped or worked. MSR 70-90342
631.81—Wood paving blocks. MSR 70-90343
631.82—Riven or sawn staves, unfinished. MSR 70-90344
631.83—Hoopwood, chipwood, split poles, and piles. MSR 70-90345
631.84, 85—Sticks for shaping handles and shafts; drawn wood, match splints, and wooden pegs. MSR 70-90346
631.86—Wood wool and flour. MSR 70-90347
631.87—Wood beading and molding. MSR 70-90348

Wood manufactures, n.e.s.

632.1 —Boxes, cases, and crates, complete. MSR 70-90349
632.2 —Cooperage products. MSR 70-90350
632.4 —Builders' woodwork and prefabricated buildings of wood. MSR 70-90351
632.7 —Manufactures of wood for domestic or decorative use. MSR 70-90352
632.71—Picture and mirror frames of wood. MSR 70-90353
632.72—Household utensils of wood. MSR 70-90354
632.73—Domestic or decorative articles of wood, n.e.s. MSR 70-90355
632.8 —Manufactured articles of wood, n.e.s. MSR 70-90356
632.81—Tools, handles, and shoe lasts of wood. MSR 70-90357
632.82—Spools, cops, and bobbins of turned wood. MSR 70-90358
632.89—Other articles of wood, n.e.s. MSR 70-90359

Cork manufactures

633.0 —Cork manufactures. MSR 70-90360
633.01—Articles of natural cork. MSR 70-90361*
633.02—Agglomerated cork and articles. MSR 70-90362*

Paper and paperboard

641.1 —Newsprint paper. MSR 70-90363
641.2 —Other printing and writing paper, machine-made, in rolls or sheets. MSR 70-90364
641.21—Uncoated printing and writing paper, in rolls or sheets. MSR 70-90365*
641.22—Coated printing and writing paper, in rolls or sheets. MSR 70-90366

IN CANADA, Goodyear plant is making what it says is the widest steel-cable conveyor belt ever built there. Canada is among 73 countries on which individual Market Share Reports are available.

641.3 —Kraft paper and paperboard. MSR 70-90367
641.4 —Cigarette paper in bulk, rolls, or sheets. MSR 70-90368
641.5 —Machine-made paper and paperboard in rolls or sheets, n.e.s. MSR 70-90369
641.6 —Fiberboard and other building board. MSR 70-90370
641.7 —Handmade papers. MSR 70-90371*
641.9 —Paper and paperboard in rolls or sheets, n.e.s. MSR 70-90372
641.91—Parchment or greaseproof paper or paperboard, in rolls or sheets. MSR 70-90373
641.92—Composite paper and paperboard, in rolls or sheets. MSR 70-90374
641.93—Corrugated paper and paperboard, in rolls or sheets. MSR 70-90375
641.94—Ruled or squared paper and paperboard, in rolls or sheets. MSR 70-90376
641.95, 96—Coated or impregnated paper, n.e.s. in bulk; filterblocks of paper pulp. MSR 70-90377
641.97—Wallpaper and lincrusta. MSR 70-90378

Articles made of paper pulp, paper, or paperboard

642.1 —Paper bags, paperboard boxes, and other containers. MSR 70-90379
642.11—Packing containers of paper or paperboard. MSR 70-90380
642.12—Filing containers of paper or paperboard. MSR 70-90381
642.2 —Envelopes, letter pads, and similar paper stationery. MSR 70-90382
642.3 —Exercise books, albums, and other stationery of paper or paperboard. MSR 70-90383
642.9 —Articles of paper pulp, paper, or paperboard, n.e.s. MSR 70-90384
642.91—Cigarette paper cut to size. MSR 70-90385
642.92—Carbon and other copying papers cut to size. MSR 70-90386
642.93—Other paper and paperboard cut to size. MSR 70-90387
642.94—Bobbins, spools, and similar supports of paper pulp, paper, or paperboard. MSR 70-90388
642.99—Other articles of paper pulp, paperboard, or cellulose wadding. MSR 70-90389

65 —TEXTILE YARN, FABRICS, AND RELATED PRODUCTS. MSR 70-90390

Textile yarn and thread

651.1 —Thrown silk and other silk yarn and thread. MSR 70-90391
651.11—Silk yarn, other than noil or other waste silk, not for retail. MSR 70-90392*
651.12—Yarn spun from silk waste other than noil, not for retail. MSR 70-90393*
651.13—Yarn spun from noil silk, not for retail. MSR 70-90394*
651.14—Silk yarn, for retail. MSR 70-90395*
651.15—Silkworm gut and imitation catgut of silk. MSR 70-90396*
651.2 —Yarn of wool and animal hair. MSR 70-90397
651.21—Yarn of carded wool, not for retail. MSR 70-90398*
651.22—Yarn of combed wool, not for retail. MSR 70-90399*
651.23—Yarn of fine animal hair, not for retail. MSR 70-90400*
651.24—Yarn of horsehair or other coarse animal hair, not for retail. MSR 70-90401*
651.25—Yarn of wool or animal hair, for retail. MSR 70-90402*
651.3 —Cotton yarn and thread, grey. MSR 70-90403
651.4 —Cotton yarn and thread, other. MSR 70-90404
651.41—Cotton yarn and thread, other, not for retail. MSR 70-90405*
651.42—Cotton yarn and thread, other, for retail. MSR 70-90406*
651.5— Yarn and thread of flax, ramie, and hemp. MSR 70-90407
651.51—Flax or ramie yarn, not for retail. MSR 70-90408*
651.52—Flax or ramie yarn, for retail. MSR 70-90409*
651.53—Yarn of hemp. MSR 70 90410*
651.6 —Yarn and thread of synthetic fiber. MSR 70-90411
651.61—Yarn of continuous synthetic fiber, not for retail. MSR 70-90412
651.62—Monofil, strip, and catgut of synthetic fiber. MSR 70-90413
651.63—Yarn of continuous synthetic fiber, for retail. MSR 70-90414*
651.64, 65—Yarn of discontinuous synthetic fiber. MSR 70-90415
651.7 —Yarn and thread of artificial fiber. MSR 70-90416
651.71—Yarn of continuous artificial fiber, not for retail. MSR 70-90417
651.72—Monofil, strip, and catgut of artificial fiber. MSR 70-90418
651.73—Yarn of continuous artificial fiber, for retail. MSR 70-90419*
651.74, 75—Yarn of discontinuous artificial fiber. MSR 70-90420
651.8 —Yarn of glass fiber. MSR 70-90421
651.9 —Yarn of other textile fibers. MSR 70-90422
651.91—Yarn of textile fiber spun with or covered with metal. MSR 70-90423*
651.92—Yarn of jute. MSR 70-90424*
651.93—Yarn of other vegetable textile fibers. MSR 70-90425*
651.94—Paper yarn. MSR 70-90426*

Cotton fabrics, woven

652.1 —Cotton fabrics, grey. MSR 70-90427
652.11—Cotton gauze, grey. MSR 70-90428
652.12—Terry fabrics of cotton, grey. MSR 70-90429
652.13—Other cotton fabrics, grey. MSR 70-90430
652.2 —Cotton fabrics, other than grey. MSR 70-90431
652.21—Cotton gauze, other than grey. MSR 70-90432
652.22—Terry fabrics of cotton, other than grey. MSR 70-90433
652.23—Pile and chenille fabrics of cotton. MSR 70-90434
652.29—Other cotton fabrics, except grey. MSR 70-90435

Textile fabrics, woven, other than cotton

653.1 —Silk fabrics. MSR 70-90436
653.11—Silk fabrics, other than of noil. MSR 70 90437*
653.12—Fabrics of noil silk. MSR 70-90438*
653.13—Pile and chenille fabrics of silk. MSR 70-90439*
653.2 —Wool fabrics. MSR 70-90440
653.21—Fabrics of wool or of fine animal hair, other than pile and chenille fabrics. MSR 70-90441
653.22—Pile and chenille fabrics of wool. MSR 70-90442
653.3, 4—Linen, ramie, hemp, and jute fabrics. MSR 70-90443
653.5 —Synthetic fabrics. MSR 70-90444
653.51—Fabrics of continuous synthetic fibers, other than pile or chenille. MSR 70-90445
653.52—Fabrics of discontinuous synthetic fibers, other than pile or chenille. MSR 70-90446
653.53—Pile and chenille fabrics of synthetic fibers. MSR 70-90447
653.6 —Artificial fiber fabrics. MSR 70-90448
653.61—Fabrics of continuous artificial fibers, other than pile or chenille. MSR 70-90449
653.62—Fabrics of discontinuous artificial fibers, other than pile or chenille. MSR 70-90450
653.63—Pile and chenille fabrics of artificial fibers. MSR 70-90451
653.7—Knitted or crocheted fabrics. MSR 70-90452
653.8 —Glass fiber fabrics. MSR 70-90453
653.9 —Fabrics, n.e.s. MSR 70-90454
653.91—Fabrics of metal thread or metalized yarn. MSR 70-90455*
653.92—Fabrics of coarse animal hair other than horsehair. MSR 70-90456*
653.93—Fabrics of horsehair. MSR 70-90457
653.94—Fabrics of vegetable textile fibers, n.e.s. MSR 70-90458*
653.95—Fabrics of paper, yarn. MSR 70-90459*
653.96—Pile or chenille fabrics, n.e.s. MSR 70-90460*

Tulle, lace, embroidery, ribbons, and trimmings

654.0 —Tulle, lace, embroidery, ribbons, and trimmings. MSR 70-90461
654.01—Narrow fabrics. MSR 70-90462
654.02—Woven labels and badges in the piece or cut to size. MSR 70-90463
654.03—Trimmings and other small wares, not elastic. MSR 70-90464
654.04, 05—Tulle and other net fabrics, lace. MSR 70-90465
654.06—Embroidery. MSR 70-90466

Special textile fabrics and related products

655 —Special textile fabrics and related products. MSR 70-90467
655.1 —Felts and felt articles. MSR 70-90468
655.4 —Coated or impregnated textile fabrics and products. MSR 70-90469
655.41—Bonded fiber fabrics and articles. MSR 70-90470
655.42—Textile fabrics coated with gum or similar substances. MSR 70-90471
655.43—Textile fabrics impregnated or coated with plastic materials. MSR 70-90472
655.44—Textile fabrics impregnated or coated with oil. MSR 70-90473
655.45—Rubberized textile fabrics, other than knitted or crocheted. MSR 70-90474
655.46—Other impregnated or coated textile fabrics. MSR 70-90475
655.5—Elastic fabrics and trimmings. MSR 70-90476
655.6 —Cordage and manufactures. MSR 70-90477
655.61—Cordage, cable, rope, and twine. MSR 70-90478*
655.62—Nets and netting of cordage, rope, or twine. MSR 70-90479*
655.63—Other articles of cordage. MSR 70-90480*
655.7 —Hat bodies. MSR 70-90481
655.71—Hat bodies of wool felt and fur felt MSR 70-90482*
655.72—Other hat bodies. MSR 70-90483*

655.8 —Wadding, wicks, and textile fabrics for industrial use. MSR 70-90484
655.81—Wadding and articles of wadding. MSR 70-90485
655.82,83—Wicks of textile fabrics; textiles, n.e.s., for industrial use. MSR 70-90486
655.9 —Special products of textile and related materials. MSR 70-90487
655.91—Textile hosepiping and similar tubing. MSR 70-90488*
655.92—Transmission, conveyor, or elevator belts of textile materials. MSR 70-90489*

Made-up articles, wholly or chiefly of textile materials

656.1 —Bags and sacks of textile materials. MSR 70-90490
656.2 —Tarpaulins, tents, and other canvas goods. MSR 70-90491
656.6 —Blankets. MSR 70-90492
656.61—Blankets of wool. MSR 70-90493
656.62—Blankets of cotton. MSR 70-90494
656.69—Blankets, n.e.s. MSR 70-90495
656.9 —Made-up articles of textile materials, n.e.s. MSR 70-90496
656.91—Household linens and other textile furnishings. MSR 70-90497
656.92—Other made-up textile articles, n.e.s. MSR 70-90498

Floor coverings, tapestries, etc.

657.4 —Linoleum and similar floor coverings. MSR 70-90499
657.41—Floor coverings on a paper or paperboard base. MSR 70-90500*
657.42—Linoleum and similar floor coverings on a textile base. MSR 70-90501*
657.5,6—Carpets, carpeting, and rugs. MSR 70-90502
657.7 —Tapestries. MSR 70-90503
657.8 —Mats, screens, and packings of plaiting materials. MSR 70-90504

Lime, cement, and fabricated building materials

661.1 —Lime. MSR 70-90505
661.2 —Cement. MSR 70-90506
661.3 —Building and monumental stone, worked. MSR 70-90507
661.31—Pavings and flagstones of natural stone. MSR 70-90508*
661.32—Worked building or monumental stone. MSR 70-90509*
661.33—Worked slate. MSR 70-90510*
661.8 —Building materials of asbestos-cement, fiber-cement, and unfired nonmetallic minerals. MSR 70-90511
661.81—Articles of asphalt or similar materials. MSR 70-90512
661.82—Building materials of vegetable substances agglomerated with mineral binding substances. MSR 70-90513
661.83—Articles of asbestos-cement or fiber-cement. MSR 70-90514

Clay and refractory construction material

662.3 —Refractory bricks and other refractory construction materials. MSR 70-90515
662.31—Insulating bricks of infusorial, kieselguhr, and siliceous earths. MSR 70-90516*
662.32—Other refractory bricks. MSR 70-90517*
662.33—Refractory cements or mortars. MSR 70-90518*
662.4 —Nonrefractory ceramic bricks, tiles, pipes, and similar products. MSR 70-90519

CEMENT PRODUCTION is one of the operations at Brazil's Aratu Industrial Center, above. For reports on import markets for various building materials, and U.S. share of these markets, see listing on this page.

662.41-43—Building bricks; ceramic roofing tiles, piping, conduits, and guttering. MSR 70-90520
662.44,45—Unglazed and glazed ceramic flags and tiles. MSR 70-90521

Mineral manufactures, n.e.s.

663.1 —Grinding and polishing wheels and stones. MSR 70-90522
663.11—Grinding wheels and stones for hand- or power-operated machines. MSR 70-90523
663.12—Grinding stones for hand use. MSR 70-90524
663.2 —Abrasive cloths and papers and similar articles. MSR 70-90525
663.4 —Worked mica and mica articles. MSR 70-90526
663.5 —Mineral insulating materials. MSR 70-90527
663.6 —Nonceramic manufactures of mineral materials. MSR 70-90528
663.61—Articles of plaster. MSR 70-90529
663.62—Articles of cement or artificial stone. MSR 70-90530
663.63—Other nonceramic articles of mineral substances. MSR 70-90531
663.7 —Refractory products, other than construction materials. MSR 70-90532
663.8 —Manufactures of asbestos; friction materials. MSR 70-90533
663.81—Manufactures of asbestos, other than friction materials. MSR 70-90534
663.82—Friction materials of asbestos, other mineral substances, or cellulose. MSR 70-90535
663.9 —Articles of ceramic materials, n.e.s. MSR 70-90536
663.91—Laboratory, industrial, and similar ceramic wares, not refractory. MSR 70-90537
663.92—Other articles of ceramic materials, n.e.s. MSR 70-90538

Glass

664.1 —Glass in the mass, rods, tubes, and waste glass. MSR 70-90539
664.11,12—Glass, other than optical glass, in the mass; waste glass; enamel glass in the mass, rods, or tubes. MSR 70-90540
664.13—Glass, other than optical and enamel glass, unworked, in balls, rods, or tubes. MSR 70-90541
664.2 —Optical glass and elements, not worked. MSR 70-90542
664.3 —Drawn or blown glass, unworked. MSR 70-90543
664.4 —Cast, rolled, drawn, or blown glass, surface ground or polished. MSR 70-90544
664.5 —Cast or rolled glass, unworked. MSR 70-90545
664.6 —Bricks, tiles, and similar materials of pressed or molded glass. MSR 70-90546
664.7 —Safety glass, toughened or laminated. MSR 70-90547
664.8 —Sheet or plate glass mirrors. MSR 70-90548
664.9 —Glass, n.e.s. MSR 70-90549
664.91—Cast, rolled, drawn, or blown glass. MSR 70-90550
664.92—Glass envelopes for electric lamps, electronic valves, and similar articles. MSR 70-90551

664.93—Clock and watch glasses. MSR 70-90552
664.94—Glass fiber and products. MSR 70-90553

Glassware

665.1 —Carboys, bottles, and similar containers and closures of glass. MSR 70-90554
665.11—Commercial containers and stoppers of glass. MSR 70-90555
665.12—Inners for vacuum vessels. MSR 70-90556
665.2 —Glass tableware and other articles for household, hotel, and restaurant use. MSR 70-90557
665.8 —Glass articles, n.e.s. MSR 70-90558
665.81—Laboratory, hygienic, or pharmaceutical glassware. MSR 70-90559
665.82—Decorative glass smallwares and ornaments of glass. MSR 70-90560*
665.89—Other articles of glass, n.e.s. MSR 70-90561

Pottery

666.4 —Porcelain or china household ware MSR 70-90562
666.5 —Household ware of other ceramic materials. MSR 70-90563
666.6 —Other ornaments and furnishings of porcelain or other ceramic materials. MSR 70-90564

Pearls and precious and semiprecious stones

667 —Pearls and precious and semiprecious stones. MSR 70-90565
667.1 —Pearls, not set or strung. MSR 70-90566*
667.2 —Diamonds, not set or strung. MSR 70-90567
667.3 —Other precious and semiprecious stones, not set or strung. MSR 70-90568
667.4 —Synthetic precious or semiprecious stones, not set or strung. MSR 70-90569*

67 —IRON AND STEEL. MSR 70-90570

Pig iron, spiegeleisen, iron and steel powders, and ferroalloys

671.1 —Spiegeleisen. MSR 70-90571*
671.2 —Pig iron, including cast iron. MSR 70-90572
671.3 —Iron and steel powders, shot, and sponge. MSR 70-90573
671.31—Shot, angular grit, and wire pellets of iron or steel. MSR 70-90574
671.32,33—Iron or steel powders and sponge. MSR 70-90575
671.4 —Ferromanganese. MSR 70-90576
671.5 —Other ferroalloys. MSR 70-90577

Ingots and other primary forms of iron or steel

672.1 —Puddled bars and pilings, blocks, and similar forms of iron or steel. MSR 70-90578
672.3 —Ingots of iron or steel. MSR 70-90579*
672.31—Ingots of iron or ordinary steel. MSR 70-90580*
672.32—Ingots of high carbon steel. MSR 70-90581*
672.33—Ingots of alloy steel. MSR 70-90582*
672.5 —Blooms, billets, slabs, and sheet bars of iron or steel. MSR 70-90583
672.51—Blooms, billets, slabs, and sheet bars of iron or ordinary steel. MSR 70-90584
672.52—Blooms, billets, slabs, and sheet bars of high carbon steel. MSR 70-90585*
672.53—Blooms, billets, slabs, and sheet bars of alloy steel. MSR 70-90586
672.7 —Iron or steel coils for rerolling. MSR 70-90587
672.71,72—Coils for rerolling of iron, ordinary steel, or high carbon steel. MSR 70-90588
672.73—Coils for rerolling of alloy steel. MSR 70-90589
672.9 —Blanks for tubes and pipes. MSR 70-90590

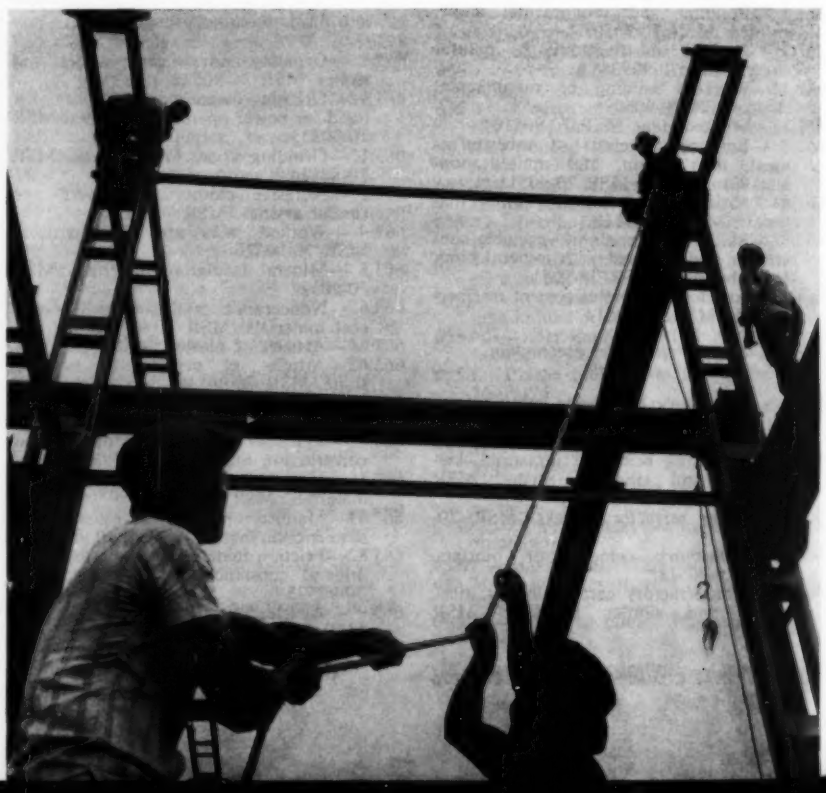
Iron and steel bars, rods, angles, shapes, and sections

673.1 —Wire rod of iron or steel. MSR 70-90591
673.11,12—Wire rod of iron, ordinary steel, or high carbon steel. MSR 70-90592
673.13—Wire rod of alloy steel. MSR 70-90593
673.2 —Bars and rods, except wire rod, of iron or steel. MSR 70-90594
673.21—Bars and rods, except wire rod, of iron or ordinary steel. MSR 70-90595
673.22—Bars and rods, except wire rod, of high carbon steel. MSR 70-90596
673.23—Bars and rods, except wire rod, of alloy steel. MSR 70-90597
673.4 —Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron or steel. MSR 70-90598
673.41,42—Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron, ordinary steel, or high carbon steel. MSR 70-90599
673.43—Angles, shapes, and sections, 80 mm. or more, and sheet piling of alloy steel. MSR 70-90600
673.5 —Angles, shapes, and sections, less than 80 mm., of iron or steel. MSR 70-90601
673.51,52—Angles, shapes, and sections, less than 80 mm., of iron, ordinary steel, or high carbon steel. MSR 70-90602
673.53—Angles, shapes, and sections, less than 80 mm., of alloy steel. MSR 70-90603

Universals, plates, and sheets of iron or steel

674 —Universals, plates, and sheets of iron or steel. MSR 70-90604
674.1 —Universals and heavy plates and sheets, more than 4.75 mm. thick, of iron or steel. MSR 70-90605
674.11—Heavy plates and sheets of iron or ordinary steel. MSR 70-90606
674.12—Heavy plates and sheets and universals of high carbon steel. MSR 70-90607*
674.13—Heavy plates and sheets and universals of alloy steel. MSR 70-90608
674.14—Universals of iron or ordinary steel. MSR 70-90609*
674.2 —Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or steel. MSR 70-90610*
674.21—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or ordinary steel. MSR 70-90611*
674.22—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of high carbon steel. MSR 70-90612*
674.23—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of alloy steel. MSR 70-90613*
674.3 —Plates and sheets, less than 3 mm. thick, of iron or steel, uncoated. MSR 70-90614*
674.31—Plates and sheets, less than 3 mm. thick, uncoated, of iron or ordinary steel. MSR 70-90615*
674.32—Plates and sheets, less than 3 mm. thick, uncoated, of high carbon steel. MSR 70-90616*
674.33—Plates and sheets, less than 3 mm.

STRUCTURAL STEEL forms the backbone of major building projects around the world. Dozens of Market Share Reports, each on a different item, are listed under SITC 67 (iron and steel), this page and next.



thick, uncoated, of alloy steel. MSR 70-90617*
674.7 —Tinned plates and sheets. MSR 70-90618
674.8 —Plates and sheets, less than 3 mm. thick, of iron or steel, coated. MSR 70-90619
674.81—Plates and sheets, less than 3 mm. thick, coated, of iron or ordinary steel. MSR 70-90620*
674.82—Plates and sheets, less than 3 mm. thick, coated, of high carbon steel. MSR 70-90621*
674.83—Plates and sheets, less than 3 mm. thick, coated, of alloy steel. MSR 70-90622*

Hoop and strip of iron or steel

675.0 —Hoop and strip of iron or steel. MSR 70-90623
675.01,02—Hoop and strip of iron, ordinary steel, or high carbon steel. MSR 70-90624
675.03—Hoop and strip of alloy steel. MSR 70-90625

Rails and railway track construction material of iron or steel

676.1 —Rails of iron or steel. MSR 70-90626
676.2 —Ties and other railway track material of iron or steel. MSR 70-90627

Iron and steel wire, except wire rod

677.0 —Iron and steel wire, except wire rod. MSR 70-90628
677.01,02—Wire, except wire rod, of iron, ordinary steel, or high carbon steel. MSR 70-90629
677.03—Wire, except wire rod, of alloy steel. MSR 70-90630

Tubes, pipes, and fittings of iron or steel

678 —Tubes, pipes, and fittings of iron or steel. MSR 70-90631
678.1 —Tubes and pipes of cast iron. MSR 70-90632
678.2,3,4—Tubes and pipes of iron (except cast iron) or steel. MSR 70-90633
678.5 —Tube and pipe fittings of iron or steel. MSR 70-90634

Iron and steel castings and forgings, unworked, n.e.s.

679.1 —Iron castings, rough. MSR 70-90635
679.2 —Steel castings, rough. MSR 70-90636
679.3 —Iron and steel forgings, rough. MSR 70-90637

68 —NONFERROUS METALS. MSR 70-90638

Silver, platinum, and other metals of the platinum group

681.1 —Silver, unworked or partly worked. MSR 70-90639
681.11—Silver, unwrought or partly worked, but not rolled. MSR 70-90640
681.12—Rolled silver, unworked or partly worked. MSR 70-90641
681.2 —Platinum and other platinum group metals, unworked or partly worked. MSR 70-90642
681.21—Platinum and other platinum group metals, unwrought or partly worked, but not rolled. MSR 70-90643*
681.22—Rolled platinum and other platinum group metals, unworked or partly worked. MSR 70-90644*

Copper

682.1 —Copper and alloys, unwrought. MSR 70-90645
682.11—Blister copper and other unrefined copper. MSR 70-90646
682.12—Refined copper. MSR 70-90647
682.13—Master alloys of copper. MSR 70-90648
682.2 —Copper and alloys, worked. MSR 70-90649
682.21—Bars, rods, angles, shapes, sections, and wire of copper. MSR 70-90650
682.22—Plates, sheets, and strip of copper. MSR 70-90651
682.23—Copper foil. MSR 70-90652
682.24—Copper powders and flakes. MSR 70-90653
682.25—Tubes, pipes, blanks, and hollow bars of copper. MSR 70-90654
682.26—Tube and pipe fittings of copper. MSR 70-90655

Nickel

683.1 —Nickel and alloys, unwrought. MSR 70-90656
683.2 —Nickel and alloys, worked. MSR 70-90657
683.21—Bars, rods, angles, shapes, sections, and wire of nickel. MSR 70-90658
683.22—Plates, sheets, strip, foil, powders, and flakes of nickel. MSR 70-90659
683.23—Tubes, pipes, blanks, and their fittings, and hollow bars of nickel. MSR 70-90660
683.24—Electroplating anodes of nickel. MSR 70-90661

Aluminum

684.1 —Aluminum and alloys, unwrought. MSR 70-90662
684.2 —Aluminum and alloys, worked. MSR 70-90663
684.21—Bars, rods, angles, shapes, sections, and wire of aluminum. MSR 70-90664
684.22—Plates, sheets, and strip of aluminum. MSR 70-90665
684.23—Aluminum foil. MSR 70-90666
684.24—Aluminum powders and flakes. MSR 70-90667
684.25—Tubes, pipes, blanks, and hollow bars of aluminum. MSR 70-90668
684.26—Tube and pipe fittings of aluminum. MSR 70-90669

Lead

685.1 —Lead and alloys, unwrought. MSR 70-90670
685.2 —Lead and alloys, worked. MSR 70-90671
685.21—Bars, rods, angles, shapes, sections, and wire of lead. MSR 70-90672*
685.22—Plates, sheets, and strip of lead. MSR 70-90673*
685.23—Lead foil, powders, and flakes. MSR 70-90674*
685.24—Tubes, pipes, blanks, and their fittings, and hollow bars of lead. MSR 70-90675*

Zinc

686.1 —Zinc and alloys, unwrought. MSR 70-90676
686.2 —Zinc and alloys, worked. MSR 70-90677
686.21—Bars, rods, angles, shapes, sections, and wire of zinc. MSR 70-90678*
686.22—Plates, sheets, strip, foil, powders, and flakes of zinc. MSR 70-90679*
686.23—Tubes, pipes, blanks, and their fittings, and hollow bars of zinc. MSR 70-90680*

Tin

687.1 —Tin and alloys, unwrought. MSR 70-90681
687.2 —Tin and alloys, worked. MSR 70-90682
687.21—Bars, rods, angles, shapes, sections, and wire of tin. MSR 70-90683*
687.22—Plates, sheets, and strip of tin. MSR 70-90684*
687.23—Tinfoil, powders, and flakes. MSR 70-90685*
687.24—Tubes, pipes, blanks, and their fittings, and hollow bars of tin. MSR 70-90686*

Uranium and thorium and their alloys

688.0 —Uranium and thorium and their alloys. MSR 70-90687

Miscellaneous nonferrous base metals employed in metallurgy

689.3 —Magnesium and beryllium. MSR 70-90688
689.31—Magnesium, unwrought. MSR 70-90689
689.32—Magnesium, wrought. MSR 70-90690
689.33—Beryllium. MSR 70-90691
689.4 —Tungsten, molybdenum, and tantalum. MSR 70-90692
689.41—Tungsten (wolfram). MSR 70-90693
689.42—Molybdenum. MSR 70-90694
689.43—Tantalum. MSR 70-90695
689.5 —Base metals, n.e.s. MSR 70-90696

69 —MANUFACTURES OF METAL, N.E.S. MSR 70-90697

Finished structural parts and structures, n.e.s.

691.1 —Finished structural parts and structures of iron or steel. MSR 70-90698
691.2 —Finished structural parts and structures of aluminum. MSR 70-90699
691.3 —Finished structural parts of zinc. MSR 70-90700

Metal containers for storage and transport

692.1 —Tanks, vats, and reservoirs for storage. MSR 70-90701
692.11—Tanks, vats, and reservoirs for storage, of iron or steel. MSR 70-90702
692.12—Tanks, vats, and reservoirs for storage, of copper. MSR 70-90703
692.13—Tanks, vats, and reservoirs for storage, of aluminum. MSR 70-90704
692.2 —Casks, drums, and similar containers used for transport. MSR 70-90705
692.21—Casks, drums, and similar containers used for transport, of iron or steel. MSR 70-90706
692.22—Casks, drums, and similar containers used for transport, of aluminum. MSR 70-90707
692.3 —Compressed gas cylinders. MSR 70-90708
692.31—Compressed gas cylinders of iron or steel. MSR 70-90709
692.32—Compressed gas cylinders of aluminum. MSR 70-90710

Wire products and fencing grills

693.1 —Wire cables and similar articles, not insulated. MSR 70-90711

693.11—Wire cables and similar articles, not insulated, of iron or steel. MSR 70-90712
693.12—Wire cables and similar articles, not insulated, of copper. MSR 70-90713
693.13—Wire cables and similar articles, not insulated, of aluminum. MSR 70-90714
693.2 —Wire of iron or steel, for fencing. MSR 70-90715
693.3 —Gauze, netting, and similar articles of wire. MSR 70-90716
693.31—Gauze, netting, and similar articles of iron or steel wire. MSR 70-90717
693.32—Gauze, netting, and similar articles of copper wire. MSR 70-90718
693.33—Gauze, netting, and similar articles of aluminum wire. MSR 70-90719
693.4 —Expanded metal. MSR 70-90720
693.41—Expanded metal, iron or steel. MSR 70-90721*
693.42—Expanded metal, copper. MSR 70-90722*
693.43—Expanded metal, aluminum. MSR 70-90723*

Nails, screws, nuts, rivets, and similar articles

694.1 —Nails, tacks, staples, and spikes. MSR 70-90724
694.11—Nails, tacks, staples, and spikes of iron or steel. MSR 70-90725
694.12—Nails, tacks, staples, and spikes of copper. MSR 70-90726
694.2 —Nuts, bolts, screws, rivets, and washers. MSR 70-90727
694.21—Nuts, bolts, screws, rivets, and washers of iron or steel. MSR 70-90728
694.22—Nuts, bolts, screws, rivets, and washers of copper. MSR 70-90729

Tools for machines

695.1 —Handtools, mainly for agriculture or forestry. MSR 70-90730
695.2 —Other handtools and tools for machines. MSR 70-90731
695.21—Hand saws and saw blades. MSR 70-90732
695.22—Pliers, metal cutting shears, files, and similar tools. MSR 70-90733
695.23—Handtools, n.e.s. MSR 70-90734
695.24—Interchangeable tools for hand or machine tools. MSR 70-90735
695.25—Cutting blades for machines. MSR 70-90736
695.26—Tool tips, unmounted, of sintered metal carbides. MSR 70-90737

Cutlery

696.0 —Cutlery. MSR 70-90738
696.01—Knives. MSR 70-90739
696.02—Knife blades. MSR 70-90740*
696.03—Razors and razor blades. MSR 70-90741
696.04,05—Scissors and their blades; other articles of cutlery. MSR 70-90742
696.06—Spoons, forks, and similar tableware. MSR 70-90743*
696.07—Handles for cutlery of base metal. MSR 70-90744*

Household equipment of base metal

697.1 —Domestic stoves, cookers, ovens, and space heaters. MSR 70-90745
697.11—Domestic stoves, ccokers, ovens, and space heaters of iron or steel. MSR 70-90746*
697.12—Domestic stoves, cookers, ovens, and space heaters of copper. MSR 70-90747*
697.2 —Domestic utensils of base metal. MSR 70-90748
697.21—Domestic utensils of iron or steel. MSR 70-90749
697.22—Domestic utensils of copper. MSR 70-90750
697.23—Domestic utensils of aluminum. MSR 70-90751
697.9 —Other household equipment of base metal. MSR 70-90752
697.91—Steel wool, pot scourers, and polishing pads of iron or steel. MSR 70-90753
697.92,93—Indoor ornaments, n.e.s., frames and mirrors of base metal. MSR 70-90754

Manufactures of metal, n.e.s.

698.1 —Locksmiths' wares. MSR 70-90755
698.11—Locks, padlocks, and keys of base metal. MSR 70-90756
698.12—Hinges, catches, and similar base metal fittings and mountings. MSR 70-90757
698.2 —Safes, strongrooms, and strongboxes of base metal. MSR 70-90758
698.3 —Chain and parts of iron or steel. MSR 70-90759
698.4 —Anchors, grapnels, and parts of iron or steel. MSR 70-90760
698.5 —Pins and needles of iron or steel and base metal fittings. MSR 70-90761
698.51—Needles for hand sewing and similar articles of iron or steel. MSR 70-90762
698.52—Pins, hairpins, and curling grips of iron or steel. MSR 70-90763
698.53—Clasps, hooks, buckles, and similar articles of base metal. MSR 70-90764*
698.6 —Springs and leaves for springs of iron, steel, or copper. MSR 70-90765
698.61—Springs and leaves for springs of iron or steel. MSR 70-90766
698.62—Springs and leaves for springs of copper. MSR 70-90767
698.8 —Miscellaneous articles of base metal. MSR 70-90768
698.81—Chain and parts of copper. MSR 70-90769
698.82—Flexible tubing and piping of base metal. MSR 70-90770
698.83—Beads and spangles of base metal. MSR 70-90771*
698.84—Bells, nonelectric, of base metal. MSR 70-90772*
698.85—Stoppers, crown corks, and similar articles of base metal. MSR 70-90773
698.86—Name plates and other signs of base metal. MSR 70-90774
698.87—Soldering and welding rods, and similar products of base metal or metal carbides. MSR 70-90775
698.9 —Articles of base metals, n.e.s. MSR 70-90776
698.91—Articles of iron or steel, except castings and forgings in the rough state, n.e.s. MSR 70-90777
698.92—Articles of copper, n.e.s. MSR 70-90778
698.93—Articles of nickel, n.e.s. MSR 70-90779*
698.94—Articles of aluminum, n.e.s. MSR 70-90780
698.95—Articles of magnesium, n.e.s. MSR 70-90781*
698.96—Articles of lead, n.e.s. MSR 70-90782*
698.97—Articles of zinc, n.e.s. MSR 70-90783
698.98—Articles of tin, n.e.s. MSR 70-90784

7 —MACHINERY AND TRANSPORT EQUIPMENT. MSR 70-90785

71 —NONELECTRIC MACHINERY MSR 70-90786

Power generating machinery, other than electric

711.1 —Steam generating boilers. MSR 70-90787
711.2 —Boiler house plant. MSR 70-90788
711.3 —Steam engines. MSR 70-90789
711.31—Steam engines incorporating boilers. MSR 70-90790*
711.32—Steam engines not incorporating boilers. MSR 70-90791*
711.4 —Aircraft engines. MSR 70-90792
711.41—Internal combustion engines for aircraft. MSR 70-90793
711.42—Jet and gas turbines for aircraft. MSR 70-90794
711.5 —Internal combustion engines, not for aircraft. MSR 70-90795
711.6 —Gas turbines, not for aircraft. MSR 70-90796
711.7 —Nuclear reactor. MSR 70-90797
711.8 —Engines, n.e.s. MSR 70-90798
711.81—Water turbines and other water engines. MSR 70-90799
711.89—Other engines, n.e.s. MSR 70-90800

Agricultural machinery and implements

712.1 —Agricultural machinery for preparing and cultivating the soil. MSR 70-90801
712.2 —Agricultural machinery for harvesting, threshing, and sorting. MSR 70-90802
712.3 —Milking machines, cream separators, and other dairy equipment. MSR 70-90803
712.31—Cream separators. MSR 70-90804*
712.39—Other dairy machinery. MSR 70-90805*
712.5 —Tractors, other than road tractors. MSR 70-90806
712.9 —Agricultural machinery and appliances, n.e.s. MSR 70-90807
712.91—Presses for winemaking and similar machinery. MSR 70-90808
712.99—Other agricultural machinery. MSR 70-90809

Office machines

714.1 —Typewriters and checkwriting machines. MSR 70-90810
714.2, 3—Calculating, accounting, and similar machines; statistical machines; electronic computers. MSR 70-90811
714.9 —Office machines, n.e.s. MSR 70-90812
714.91—Duplicating, addressing, and similar machines. MSR 70-90813
714.92—Parts of office machinery, n.e.s. MSR 70-90814

Metalworking machinery

715.1 —Machine tools for working metals. MSR 70-90815
715.2 —Other metalworking machinery. MSR 70-90816
715.21—Converters, ladles, ingot molds, and casting machines. MSR 70-90817
715.22—Rolling mills and rolls therefor. MSR 70-90818
715.23—Gas operated welding and cutting appliances. MSR 70-90819

Textile and leather machinery

717.1 —Textile machinery. MSR 70-90820

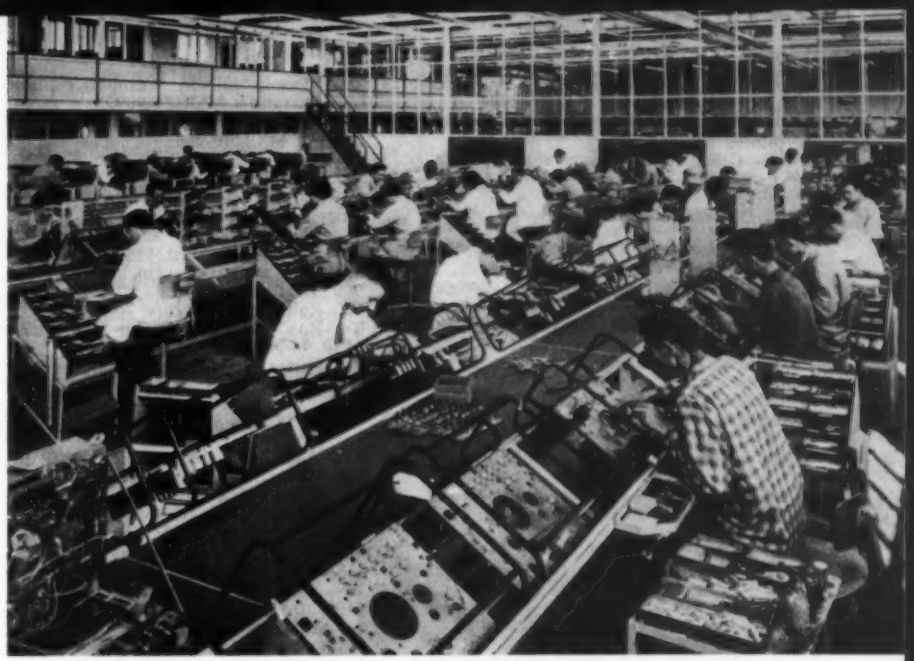
717.11—Spinning and similar machines. MSR 70-90821
717.12—Weaving, knitting, and similar machines. MSR 70-90822
717.13—Machines auxiliary to weaving and similar machines. MSR 70-90823
717.14—Machinery for manufacturing or finishing felt. MSR 70-90824
717.15—Textile bleaching, washing, finishing, and similar machinery, except domestic washing machines. MSR 70-90825
717.2 —Machinery for preparing and tanning hides, skins, or leather. MSR 70-90826
717.3 —Sewing machines. MSR 70-90827

Machines for special industries

718.1 —Papermill and pulpmill machinery, and other machinery for making paper articles. MSR 70-90828
718.11—Machinery for making or finishing cellulosic pulp, paper, or paperboard. MSR 70-90829
718.12—Paper cutting machines and other machinery for making articles of paper pulp, paper, or paperboard. MSR 70-90830
718.2 —Printing and bookbinding machinery. MSR 70-90831
718.21—Bookbinding machinery. MSR 70-90832
718.22—Type-making and type-setting machinery. MSR 70-90833
718.29—Other printing machinery, n.e.s. MSR 70-90834
718.3 —Food processing machinery, except domestic. MSR 70-90835
718.31—Machinery for milling grain. MSR 70-90836
718.39—Other food processing machinery, except domestic. MSR 70-90837
718.4 —Construction and mining machinery. MSR 70-90838
718.41—Road rollers, mechanically propelled. MSR 70-90839
718.42—Excavating, leveling, boring, and similar machinery. MSR 70-90840
718.5 —Mineral crushing, sorting, molding, and glassworking machinery. MSR 70-90841
718.51—Mineral crushing, sorting, and similar machinery. MSR 70-90842
718.52—Glassworking machinery. MSR 70-90843

Nonelectric machinery and appliances and machine parts, n.e.s.

719.1 —Heating and cooling equipment. MSR 70-90844
719.11—Gas generators. MSR 70-90845
719.12—Air-conditioning machines. MSR 70-90846
719.13—Furnace burners and mechanical stokers. MSR 70-90847
719.14—Industrial and laboratory furnaces and ovens, nonelectric. MSR 70-90848
719.15—Refrigerators, except domestic, and other refrigerating equipment. MSR 70-90849
719.19—Other apparatus for treating materials with heat or cold, except for domestic use. MSR 70-90850
719.2 —Pumps and centrifuges. MSR 70-90851
719.21—Pumps for liquids. MSR 70-90852
719.22—Pumps and compressors for air and gases. MSR 70-90853
719.23—Centrifuges, except cream separators, and filtering and purifying machinery for liquids and gases. MSR 70-90854
719.3 —Mechanical handling equipment. MSR 70-90855
719.31—Lifting and loading machinery. MSR 70-90856
719.32—Fork lift and other industrial trucks for moving goods within a plant. MSR 70-90857
719.4 —Domestic appliances, nonelectric. MSR 70-90858
719.41—Domestic food processing appliances, nonelectric. MSR 70-90859
719.42—Domestic refrigerators, nonelectric. MSR 70-90860
719.43—Domestic water heaters, nonelectric. MSR 70-90861
719.5 —Power tools. MSR 70-90862
719.51—Machine tools for working minerals. MSR 70-90863
719.52—Machine tools for working wood, plastics, and other hard carving materials. MSR 70-90864
719.53—Motorized handtools, nonelectric. MSR 70-90865
719.54—Parts and accessories of machine tools. MSR 70-90866
719.6 —Other nonelectric machinery. MSR 70-90867
719.61—Calendering and similar rolling machines, n.e.s., and their cylinders. MSR 70-90868
719.62—Bottling and packaging machinery; dishwashing machines. MSR 70-90869
719.63—Weighing machinery. MSR 70-90870
719.64—Spraying machinery. MSR. 70-90871
719.65—Automatic vending machines. MSR 70-90872
719.66—Railway track fixtures and fittings. MSR 70-90873
719.7 —Ball, roller, or needle-roller bearings. MSR 70-90874
719.8 —Machinery and appliances, n.e.s. MSR 70-90875
719.9 —Parts and accessories of machinery, n.e.s. MSR 70-90876
719.91—Molding boxes for metal foundry and molds, except ingot molds. MSR 70-90877
719.92—Taps, cocks, valves, and similar appliances, n.e.s. MSR 70-90878
719.93—Transmission shafts and cranks, pulleys, and similar machinery. MSR 70-90879
719.94—Metal-plastic joints. MSR 70-90880
719.99—Machinery parts, nonelectric, n.e.s. MSR 70-90881



TELEVISION SETS, above, are being assembled in a leading factory in the Netherlands. See Market Share Reports on telecommunications apparatus, and other machinery and equipment, below.

72 —ELECTRIC MACHINERY, APPARATUS, AND APPLIANCES, MSR 70-90882

Electric power machinery and switchgear

722.1 —Electric power machinery. MSR 70-90883
722.2 —Switchgear and other electric circuit apparatus. MSR 70-90884

Equipment for distributing electricity

723.1 —Insulated wire and cable. MSR 70-90885
723.2 —Electrical insulating equipment. MSR 70-90886
723.21—Electrical insulators. MSR 70-90887*
723.22—Other insulating fittings for electrical equipment. MSR 70-90888*
723.23—Electrical conduit tubing and joints, of base metal lined with insulating material. MSR 70-90889*

Telecommunications apparatus

724.1 —Television broadcast receivers. MSR 70-90890
724.2 —Radio broadcast receivers. MSR 70-90891
724.9 —Telecommunications equipment, n.e.s MSR 70-90892

724.91—Electrical line telephone and telegraph equipment. MSR 70-90893
724.92—Microphones, loudspeakers, and amplifiers. MSR 70-90894
724.99—Other telecommunications equipment. MSR 70-90895

Domestic electrical equipment

725.0 —Domestic electric equipment. MSR 70-90896
725.01—Domestic refrigerators, electric. MSR 70-90897
725.02—Domestic washing machines, whether or not electric. MSR 70-90898
725.03—Electromechanical domestic appliances, n.e.s. MSR 70-90899
725.04—Electric shavers and hair clippers. MSR 70-90900
725.05—Electric space and water heaters and similar equipment. MSR 70-90901

Electric apparatus for medical purposes and radiological apparatus

726.1 —Electromedical apparatus. MSR 70-90902
726.2 —X-ray apparatus. MSR 70-90903

Other electric machinery and apparatus

729.1 —Batteries and accumulators. MSR 70-90904
729.11—Primary batteries and cells. MSR 70-90905
729.12—Electric accumulators (storage batteries). MSR 70-90906
729.2 —Electric lamps. MSR 70-90907
729.3 —Electron tubes, transistors, and other semiconductor devices. MSR 70-90908
729.4 —Automotive electric equipment. MSR 70-90909
729.41—Electric starting and ignition equipment for internal combustion engines. MSR 70-90910
729.42—Electric lighting and similar equipment for vehicles. MSR 70-90911
729.5 —Electric measuring and controlling instruments. MSR 70-90912
729.51—Electricity supply meters. MSR 70-90913
729.52—Other electric measuring and controlling instruments. MSR 70-90914
729.6 —Electromechanical handtools. MSR 70-90915
729.7 —Electron and proton accelerators. MSR 70-90916
729.9 —Electric machinery and apparatus n.e.s. MSR 70-90917
729.91—Electromagnets, permanent magnets, and electromagnetic appliances. MSR 70-90918
729.92—Electric furnaces, welding and cutting apparatus. MSR 70-90919
729.93—Electric traffic control equipment. MSR 70-90920
729.94—Electric signaling apparatus, n.e.s. MSR 70-90921
729.95—Electrical condensors. MSR 70-90922
729.96—Electrical carbons. MSR 70-90923
729.98—Electric parts of machinery and appliances, n.e.s. MSR 70-90924
729.99—Other electric goods and apparatus, n.e.s. MSR 70-90925

73 —TRANSPORT EQUIPMENT. MSR 70-90926

Railway vehicles

731.1 —Steam railway locomotives and tenders. MSR 70-90927*
731.2 —Electric railway locomotives, not self-generating. MSR 70-90928
731.3 —Railway locomotives, not steam or electric. MSR 70-90929
731.4 —Self-propelled railway cars. MSR 70-90930
731.5 —Railway passenger cars, not self-propelled. MSR 70-90931
731.6 —Railway freight and maintenance cars, not self-propelled. MSR 70-90932
731.61—Railway service vehicles. MSR 70-90933
731.62—Railway freight cars. 70-90934
731.63—Road-rail and similar containers. MSR 70-90935
731.7 —Parts of railway locomotives and rolling stock, n.e.s. MSR 70-90936

Road motor vehicles

732.1,6—Passenger cars and chassis with engines mounted. MSR 70-90937
732.2 —Buses. MSR 70-90938
732.3,5—Trucks and tractors for tractor-trailers. MSR 70-90939
732.4 —Special purpose trucks and vans. MSR 70-90940
732.7 —Other chassis with engines mounted. MSR 70-90941*
732.8 —Motor vehicle bodies, chassis, and other parts, except for motorcycles. MSR 70-90942
732.81—Bodies for motor vehicles, except motorcycles. MSR 70-90943
732.89—Other parts for motor vehicles, except motorcycles. MSR 70-90944
732.9 —Motorcycles, motorized cycles, and parts. MSR 70-90945
732.91—Motorcycles, autocycles, and sidecars. MSR 70-90946
732.92—Parts for motorcycles, autocycles, and sidecars. MSR 70-90947

Road vehicles other than motor vehicles

733 —Road vehicles other than motor vehicles. MSR 70-90948
733.1 —Bicycles and other cycles, and parts. MSR 70-90949
733.11—Bicycles and other cycles. MSR 70-90950
733.12—Parts of bicycles and other cycles. MSR 70-90951
733.3,4—Trailers and other vehicles, not motorized; invalid carriages. MSR 70-90952

Aircraft

734 —Aircraft. MSR 70-90953
734.1 —Aircraft, heavier than air. MSR 70-90954
734.9 —Airships, balloons, and parts of aircraft, airships, and balloons. MSR 70-90955
734.91—Airships and balloons. MSR 70-90956
734.92—Parts of aircraft, airships, and balloons. MSR 70-90957

Ships and boats

735.1 —Warships. MSR 70-90958
735.3 —Ships and boats, except warships. MSR 70-90959
735.8 —Ships and other vessels for breaking up. MSR 70-90960
735.9 —Ships and boats, n.e.s. MSR 70-90961
735.91—Tugs. MSR 70-90962
735.92—Dredgers and other special purpose vessels. MSR 70-90963
735.93—Buoys and other floating structures. MSR 70-90964

8 —MISCELLANEOUS MANUFACTURED ARTICLES. MSR 70-90965

Sanitary, plumbing, heating, and lighting fixtures and fittings

812.1 —Central heating apparatus. MSR 70-90966
812.2 —Sinks, wash basins, and other sanitary and plumbing fixtures of ceramic materials. MSR 70-90967
812.3 —Sinks, wash basins, and other sanitary and plumbing fixtures of iron or steel. MSR 70-90968
812.4 —Lighting fixtures, lamps, and lanterns. MSR 70-90969
812.41—Illuminating and signaling glassware. MSR 70-90970
812.42—Lamps, lighting fittings, and parts of base metal. MSR 70-90971
812.43—Flashlights, and other portable lamps. MSR 70-90972

Furniture

821.0 —Furniture. MSR 70-90973
821.01—Chairs and parts. MSR 70-90974*
821.02—Medical and similar furniture and parts. MSR 70-90975
821.03—Mattresses and similar stuffed furnishings. MSR 70-90976
821.09—Furniture and parts, n.e.s. MSR 70-90977

Travel goods, handbags, and similar articles

831.0 —Travel goods, handbags, and similar articles. MSR 70-90978

Clothing, except fur clothing

841 —Clothing, except fur clothing. MSR 70-90979
841.1 —Clothing, not knitted or crocheted. MSR 70-90980
841.11—Men's and boys' outer garments, not knitted or crocheted. MSR 70-90981
841.12—Women's, girls', and infants' outer garments, not knitted or crocheted. MSR 70-90982
841.13—Men's and boys' under garments, not knitted or crocheted. MSR 70-90983
841.14—Women's, girls', and infants' under garments, not knitted or crocheted. MSR 70-90984
841.2 —Clothing accessories, not knitted or crocheted. MSR 70-90985
841.21—Handkerchiefs. MSR 70-90986
841.22-24—Shawls, scarves, ties, collars, cuffs, and similar accessories, not knitted or crocheted. MSR 70-90987
841.25—Corsets, suspenders, and similar articles, including knitted or crocheted. MSR 70-90988
841.26—Gloves, stockings, and socks, not knitted or crocheted. MSR 70-90989
841.29—Other clothing accessories, n.e.s. MSR 70-90990
841.3 —Leather clothing and accessories. MSR 70-90991
841.4 —Clothing and accessories, knitted or crocheted. MSR 70-90992
841.41—Gloves, knitted or crocheted, not elastic or rubberized. MSR 70-90993
841.42—Stockings and socks, knitted or crocheted, not elastic or rubberized. MSR 70-90994
841.43—Under garments, knitted or crocheted, not elastic or rubberized. MSR 70-90995
841.44—Outer garments, knitted or cro-

cheted, not elastic or rubberized. MSR 70-90996
841.45—Knitted or crocheted fabric, elastic or rubberized. MSR 70-90997
841.5 —Headgear. MSR 70-90998
841.51—Headgear of felt. MSR 70-90999
841.52—Headgear, plaited. MSR 70-91000*
841.53—Headgear, knitted, crocheted, or of textile fabric, except felt. MSR 70-91001*
841.54—Headbands, linings, and other parts of headgear. MSR 70-91002
841.59—Other headgear. MSR 70-91003*
841.6 —Rubber clothing and accessories. MSR 70-91004

Fur clothing

842.0 —Fur clothing. MSR 70-91005
842.01—Articles of furskins. MSR 70-91006
842.02—Artificial fur and articles. MSR 70-91007

Footwear

851.0 —Footwear. MSR 70-91008
851.01—Footwear, rubber or plastic. MSR 70-91009*
851.02—Footwear with soles of leather, rubber, or plastic. MSR 70-91010*
851.03—Footwear with soles of wood or cork. MSR 70-91011*
851.04—Footwear with soles of other materials. MSR 70-91012*
851.05—Gaiters, spats, leggings, and similar articles. MSR 70-91013*

Scientific, medical, optical, measuring, and controlling instruments and apparatus

861.1 —Optical elements. MSR 70-91014
861.11—Optical elements, unmounted. MSR 70-91015
861.12—Optical elements, mounted. MSR 70-91016
861.2 —Spectacles and frames. MSR 70-91017
861.21—Frames and parts for spectacles. MSR 70-91018*
861.22 —Spectacles and similar articles. MSR 70-91019*
861.3 —Binoculars, microscopes, and other optical instruments. MSR 70-91020
861.31, 32—Binoculars and refracting telescopes, n.e.s; astronomical instruments and their mountings. MSR 70-91021
861.33—Microscopes and diffraction apparatus, electron and proton. MSR 70-91022
861.34—Compound optical microscopes. MSR 70-91023
861.39—Optical appliances and instruments, n.e.s. MSR 70-91024
861.4 —Photographic cameras other than motion-picture; flashlight apparatus; photocopiers. MSR 70-91025
861.5 —Motion-picture cameras, projectors, and sound recorders. MSR 70-91026
861.6 —Photographic and motion-picture apparatus, n.e.s. MSR 70-91027
861.61—Image projectors, enlargers, and reducers, except motion-picture. MSR 70-91028
861.69—Photographic equipment, n.e.s. MSR 70-91029
861.7 —Medical instruments. MSR 70-91030
861.71—Medical instruments and appliances, except electromedical. MSR 70-91031
861.72—Mechanotherapy appliances and similar apparatus. MSR 70-91032
861.8 —Meters and counters, nonelectric. MSR 70-91033
861.81—Gas or liquid supply meters. MSR 70-91034
861.82—Revolution, production, and similar counting devices. MSR 70-91035
861.9 —Measuring, controlling, and scientific instruments. MSR 70-91036
861.91—Surveying and similar instruments. MSR 70-91037
861.92—Balances. MSR 70-91038
861.93—Drawing, measuring, calculating, and similar instruments. MSR 70-91039
861.94—Technical models for demonstration. MSR 70-91040
861.95—Mechanical appliances for testing physical properties of industrial materials. MSR 70-91041
861.96—Hydrometers, thermometers, and similar instruments. MSR 70-91042
861.97—Instruments for measuring or controlling the flow, depth, pressure, etc. of liquids or gases. MSR 70-91043
861.98—Instruments, except mechanical, for physical or chemical analysis. MSR 70-91044
861.99—Parts and accessories of measuring, controlling, and scientific instruments. MSR 70-91045

Photographic and motion-picture supplies

862.3 —Chemical products and flashlight materials used in photography, for retail. MSR 70-91046
862.4 —Photographic film, plates, and paper, and developed film other than motion-picture. MSR 70-91047
862.41—Photographic plates and film in the flat, sensitized, unexposed, except of paper, paperboard, or cloth. MSR 70-91048
862.42—Film in rolls, sensitized, unexposed. MSR 70-91049
862.43—Paper, paperboard, and cloth, sensitized, not developed. MSR 70-91050
862.44,45—Sensitized plates and film, exposed, not developed; plates and film, except motion-picture, exposed and developed. MSR 70-91051

Developed motion-picture film

863.0 —Motion-picture film, developed. MSR 70-91052
863.01—Sound track developed. MSR 70-91053*
863.09—Other motion-picture film, developed. MSR 70-91054*

Watches and clocks

864.1 —Watches, watch movements, and cases. MSR 70-91055
864.11—Wrist watches and other watches. MSR 70-91056
864.12—Clocks with watch movements. MSR 70-91057*
864.13—Watch movements, assembled. MSR 70-91058*
864.14—Watch cases and parts. MSR 70-91059
864.2—Clocks, clock movements, and parts. MSR 70-91060
864.21—Instrument panel clocks. MSR 70-91061*
864.22—Clocks, n.e.s. MSR 70-91062*
864.23—Timeclocks. MSR 70-91063
864.24—Time switches with clock movement. MSR 70-91064*
864.25—Clock movements, assembled. MSR 70-91065*
864.26—Clock cases and parts. MSR 70-91066*
864.29—Clock and watch parts, n.e.s. MSR 70-91067*

Musical instruments, sound recorders and reproducers, and parts

891.1 —Phonographs, tape recorders, and other sound recorders and reproducers, and parts. MSR 70-91068
891.11—Phonographs, tape recorders, and other sound recorders and reproducers. MSR 70-91069
891.12—Parts of phonographs, tape recorders, or other sound recorders or reproducers. MSR 70-91070
891.2 —Phonograph records, and other sound recordings and recording media. MSR 70-91071
891.4 —Pianos and other string musical instruments. MSR 70-91072
891.41—Pianos, other keyboard string instruments, and harps. MSR 70-91073*
891.42—Other string musical instruments. MSR 70-91074*
891.43—Musical instrument strings. MSR 70-91075*
891.8 —Musical instruments, n.e.s. MSR 70-91076
891.81—Pipe and reed organs. MSR 70-91077*
891.82—Accordions, concertinas, and mouth organs. MSR 70-91078*
891.83—Other wind musical instruments. MSR 70-91079*
891.84—Percussion musical instruments. MSR 70-91080*
891.85—Electrical musical instruments. MSR 70-91081*
891.89—Other musical instruments, n.e.s. MSR 70-91082*
891.9 —Parts and accessories of musical instruments. MSR 70-91083

Printed matter

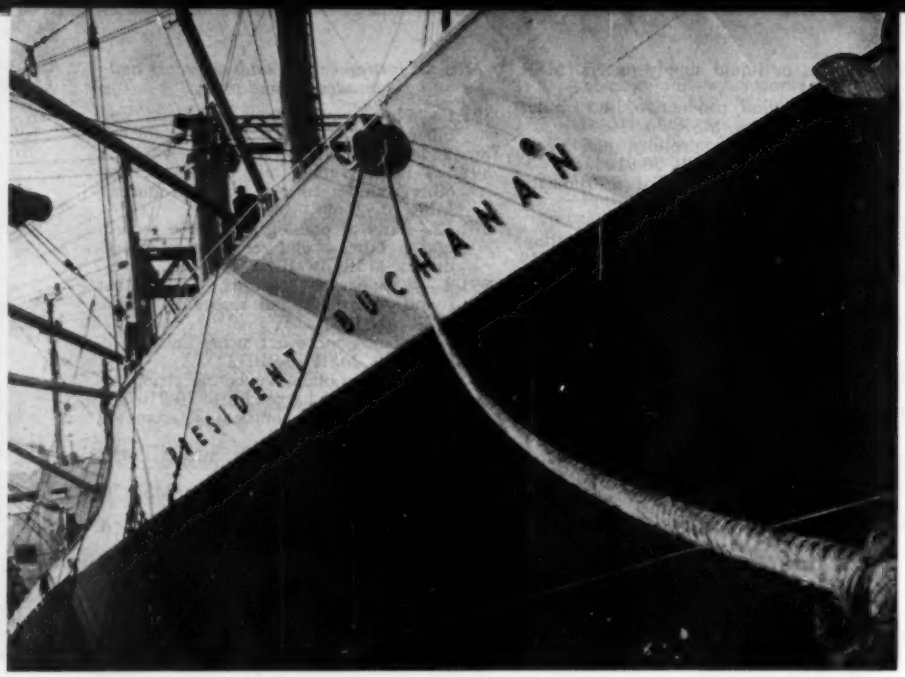
892.1 —Books, pamphlets, and maps, printed. MSR 70-91084
892.11,12—Printed books and pamphlets; children's picture and painting books. MSR 70-91085
892.13—Maps and hydrographic charts. MSR 70-91086
892.2 —Newspapers and periodicals. MSR 70-91087
892.3 —Music, printed or in manuscript. MSR 70-91088
892.4 —Picture postcards, picture greeting cards and transfers, printed. MSR 70-91089
892.41—Transfers. MSR 70-91090
892.42—Picture postcards and picture greeting cards, printed. MSR 70-91091
892.9 —Printed matter, n.e.s. MSR 70-91092
892.91—Paper or paperboard labels. MSR 70-91093
892.92—Plans and drawings for industrial or commercial purposes, not printed. MSR 70-91094*
892.93—Unissued stamps, banknotes, and similar documents. MSR 70-91095*
892.94—Calendars of paper. MSR 70-91096
892.99—Other printed matter, including printed pictures and photographs. MSR 70-91097

Articles of plastic materials

893.0 —Articles of plastic materials. MSR 70-91098

Perambulators, toys, games, and sporting goods

894.1 —Baby and invalid carriages, not motorized or self-propelled. MSR 70-91099
894.2 —Children's toys and indoor games. MSR 70-91100
894.21—Wheeled toys and doll carriages. MSR 70-91101



CRANES LIFT CARGO ABOARD American President Lines' SS. Buchanan in San Francisco before it sails for Yokohama. Seven SITC numbers relate to ships and boats—see page 16.

894.22—Dolls. MSR 70-91102
894.23—Toys, n.e.s. MSR 70-91103
894.24—Equipment for indoor games. MSR 70-91104
894.25—Christmas decorations. MSR 70-91105
894.3 —Nonmilitary arms. MSR 70-91106
894.31—Firearms, except military weapons, revolvers, and pistols. MSR 70-91107*
894.32—Other nonmilitary arms. MSR 70-91108*
894.33—Parts of nonmilitary arms. MSR 70-91109
894.4 —Other sporting goods. MSR 70-91110
894.41—Fishing and hunting equipment. MSR 70-91111
894.42—Other requisites for outdoor sports. MSR 70-91112
894.5 —Fairground amusements. MSR 70-91113

Office and stationery supplies, n.e.s.

895.1 —Office and stationery supplies of base metal. MSR 70-91114
895.11—Filing cabinets and similar office equipment, except furniture of base metal. MSR 70-91115
895.12—Fittings for files, paper clips, and similar stationery goods of base metal. MSR 70-91116
895.2 —Pens, pencils, and fountain pens. MSR 70-91117
895.21—Fountain pens, propelling pencils, penholders, and parts. MSR 70-91118
895.22—Pen nibs and nib points. MSR 70-91119
895.23—Pencils, crayons, drawing charcoals, and chalk. MSR 70-91120
895.9 —Other office and stationery supplies. MSR 70-91121
895.91—Inks, other than printing. MSR 70-91122
895.92—Slates for writing. MSR 70-91123*
895.93—Date, sealing, and similar stamps, hand-operated. MSR 70-91124
895.94—Typewriter and similar ribbons and ink pads. MSR 70-91125
895.95—Sealing wax and copying pastes. MSR 70-91126*

Works of art, collectors' pieces, and antiques

896.0 —Works of art and antiques. MSR 70-91127
896.01—Paintings, drawings and pastels, executed by hand, other than commercial. MSR 70-91128*
896.02—Original engravings, prints, and lithographs. MSR 70-91129*
896.03—Original sculptures and statuary. MSR 70-91130*
896.04—Postage and similar stamps of philatelic interest. MSR 70-91131*
896.05—Naturalists' collections and collectors' pieces of numismatic and other interest. MSR 70-91132*
896.06—Antiques, n.e.s. MSR 70-91133*

Jewelry and goldsmiths' and silversmiths' wares

897.1 —Gold, silver, and platinum jewelry; goldsmiths' and silversmiths' wares. MSR 70-91134
897.11—Jewelry of precious metal. MSR 70-91135
897.12,13—Goldsmiths' and silversmiths' wares, laboratory and industrial articles of precious metal. MSR 70-91136
897.14—Articles incorporating pearls, precious or semiprecious stones. MSR 70-91137
897.2 —Imitation jewelry. MSR 70-91138

Manufactured articles, n.e.s.

899.1 —Articles and manufactures of carving or molding material. MSR 70-91139
899.11—Worked tortoise shell and articles. MSR 70-91140*
899.12—Worked mother-of-pearl and articles. MSR 70-91141*
899.13—Worked ivory and articles. MSR 70-91142*
899.14—Worked bone and articles. MSR 70-91143*
899.15—Other worked animal carving material and articles. MSR 70-91144*
899.16—Worked vegetable carving material and articles. MSR 70-91145*
899.17—Worked jet, amber, meerschaum, and articles. MSR 70-91146*
899.18—Molded or carved articles of wax, natural gums and resins, and similar materials. MSR 70-91147*
899.2 —Basketwork and other articles of plaiting materials; brooms and brushes. MSR 70-91148
899.21, 22—Plaits and similar products; basketwork and other articles of plaiting materials. MSR 70-91149
899.23-26—Brooms and brushes, brushmaking knots and tufts; feather dusters. MSR 70-91150
899.27—Hand sieves and riddles. MSR 70-91151
899.3 —Candles, matches, combustible products, and smokers' requisites. MSR 70-91152
899.31—Candles, tapers, and similar products. MSR 70-91153
899.32—Matches. MSR 70-91154
899.33—Combustible preparations and products, n.e.s. MSR 70-91155
899.34—Mechanical lighters and parts, except flints and wicks. MSR 70-91156
899.35—Smoking pipes, cigarette holders, and parts. MSR 70-91157
899.4 —Umbrellas, parasols, and similar articles. MSR 70-91158
899.41—Umbrellas and parasols. MSR 70-91159*
899.42—Canes, riding crops, and similar articles. MSR 70-91160*
899.43—Parts of umbrellas, canes, and similar articles. MSR 70-91161*
899.5 —Small ware and toilet articles. MSR 70-91162
899.51—Powder puffs and pads. MSR 70-91163
899.52—Buttons, button molds, and similar articles. MSR 70-91164
899.53—Slide fasteners and parts. MSR 70-91165
899.54—Combs and similar articles. MSR 70-91166
899.55—Corset stays and similar supports for apparel. MSR 70-91167
899.56—Scent and similar sprays for toilet purposes. MSR 70-91168
899.57—Tailors' dummies and animated displays for window dressing. MSR 70-91169
899.6 —Orthopedic and prosthetic appliances, and hearing aids. MSR 70-91170
899.61—Hearing aids. MSR 70-91171
899.62—Orthopedic and prosthetic appliances. MSR 70-91172
899.9 —Other manufactured articles. MSR 70-91173
899.91—Articles made from gut and similar materials. MSR 70-91174
899.92—Prepared feathers, down, and articles. MSR 70-91175
899.93—Artificial flowers and fruit. MSR 70-91176
899.94—Human hair and other hair for wigs. MSR 70-91177
899.95—Wigs, switches, and similar articles. MSR 70-91178
899.96—Fans, nonmechanical, and parts. MSR 70-91179
899.97—Vacuum bottles, except glass liners. MSR 70-91180
899.98—Parachutes. MSR 70-91181
899.99—Catapults and similar aircraft launching gear, etc. MSR 70-91182

Analytical, laboratory equipment makers will exhibit in France next September

R & D expenditures hit $2.5 billion in 1967; analytical, laboratory equipment market reached $150 million in 1968, rising 8% annually

The expanding French market for analytical instrumentation, laboratory supplies and research and development equipment, plus the need for highly technical devices are creating a receptive market for U.S. manufacturers of such equipment.

The U.S. Department of Commerce's Bureau of International Commerce will stage a promotion Sept. 22-26 at the U.S. Trade Center in Paris to assist American makers of analytical instruments and laboratory equipment in widening their share of this market.

In 1968, the French market for analytical instrumentation and other advanced laboratory equipment amounted to more than $150 million and has been growing at the average rate of 8% annually. It is projected that the $2.5 billion spent in France on R & D in 1967 will double by 1975. Approximately two-thirds of the R & D expenditures are made by agencies of the French Government; private outlays account for the remaining $800 million.

Because of the limited number of manufacturers able to sponsor their own R & D, France is unable to satisfy demands for technical instrumentation. The U.S. now supplies nearly 30% of this market.

Research conducted by Commerce has pinpointed the following products in the chemistry, metallurgy and petrochemical fields as promising for U.S. companies:

Chromatography—gas chromatographs, electrometers, recorders, scanners, liquid chromatographs, absorbents, fraction collectors, column monitors, calibration gases, drop counters.

Spectroscopy—spectrophotometers, digital absorbance meters, spectroradiometers, Gamma ray spectrometers, monochromators, mass spectrometers, sample preparation accessories.

Thermal analysis—differential thermal analysis instruments, thermogravimetric and thermomechanical analysis equipment, differential scanning and optical calorimeters.

Gas analysis—dissolved oxygen analyzers, carbon-hydrogen-nitrogen analyzers.

Fluorescence—fluorometers, X-ray fluorescence equipment, fluorescence microscopes, phosphorimeters, spectro fluorometers.

A previous Commerce-sponsored Trade Center exhibition of advanced analytical and laboratory equipment set a sales record. Thirty-seven U.S. firms participated in the May 12-17, 1969 show of such equipment at the Tokyo Trade Center and wrote $712,068 in immediate orders, the highest in the six-year history of that Center. Twelve-month projections by the firms reached $4.1 million and 24 of the firms made or expect $50,000 in sales resulting from the promotion.

For participation information and an Exhibitors Export Market Guide, IMIS 69-97, prepared for the September Paris Trade Center show, contact John L. Wolf, U.S. Department of Commerce, (BIC-948), Washington, D.C. 20230 (202-967-3822), or any Commerce Department Field Office.

Sporting goods exhibition will be mounted in Finland

The Finnish Fair Corp., on behalf of the Finnish Boat and Motor Association, is staging Boat & Camping '70 in Helsinki, Mar. 13-22, at the Helsinki Exhibition Halls.

Manufacturers of boats, marine engines and camping equipment will participate, as well as firms producing or supplying related products such as paints, navigational equipment, tents, motorcycles, suitcases, foods, cameras, televisions and radios, and sporting associations.

For information on attending write: Finnish Fair Corp., Helsinki 25, Finland.

U.S. electronics firms fill Tokyo fair

Forty-three American manufacturers from 12 States will exhibit a million dollars worth of advanced electronics equipment in a U.S. Department of Commerce exhibition at the International Japan Electronics Show in Tokyo, Apr. 10-20.

The 43 U.S. firms snapped up all 48 spaces for the U.S. exhibition at the Japan trade show, where they will feature test equipment, measuring instruments, components, and production equipment for the electronics industry.

The international show, an annual event sponsored by the Electronics Industries Association of Japan, has become one of the largest of its kind in the Far East, and offers an opportunity for promotion of U.S. electronics products.

The U.S. first entered the Japan Electronics Show in September 1968. Of the 43 U.S. firms signed up for the 1970 event, 18 took part in the 1968 show, 18 in the 1969 show, and 6 in both.

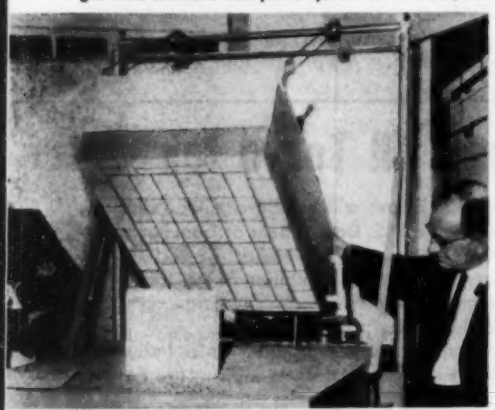
Japan's electronics industry is one of the most productive and advanced industries in the country, according to market studies by the Department's Bureau of International Commerce, which will stage the U.S. exhibition. Its growth rate has averaged about 25% annually since 1957. The industry's 1968 production was valued at $4.6 billion; in 1970, the value of output may reach $5.5 billion.

Japanese imports of electronics equipment increased 15% in 1968 to $283.3 million. The U.S. maintained its position as Japan's major supplier of electronics equipment, with a 70% share of the market.

Japan's total imports of integrated circuits, mostly from the United States, increased 61% in 1968, even though domestic production quadrupled to $37 million in the same period. This was attributed to strong demand for consumer and industrial equipment and to high production costs in the Japanese integrated circuit industry.

The 86 U.S. firms in the 1968 Japan Electronics Show report sharing $6.9 million worth of new export business in a year as a result of the show. The 46 U.S. exhibitors in the 1969 show made floor sales of $1.6 million and forecast an additional $10.1 million in export sales in a year. Five of the exhibitors at Osaka sought agents; each signed one during the show.

LUNAR MODULE FUEL TANK dominates the background as A. F. Freund, Titanium Products Co., representing U.S. Steel International, above left, and a Rolls Royce representative discuss business. An A. F. Holden gas-fired luminous wall panel system for furnaces, below left, is being explained to a Trade Center visitor.



CASTINGS, BRAZINGS AND HARD FACINGS were displayed by Wall Colmonoy, above right. One of the show's leading sales producers was MTS, below. Roelof Kampman of MTS prepares a demonstration.

U.S. firms predict $2 million in sales for Metallurgy '70

Nearly $2 million in 12-month projections were reported for Metallurgy '70, an exhibition of metallurgical equipment and materials which was held at the U.S. Trade Center in London Dec. 8-12.

The exhibition, mounted by 21 American companies, featured a two-day seminar and closed with $65,886 in confirmed floor orders. An audience of 900 attended the proceedings.

With $750,000, Hayes Furnace Equipment, Inc., Cedar Grove, N.J., was the exhibition's sales leader for estimated orders. Hayes displayed atmosphere furnaces and generating equipment.

Following Hayes and projecting $500,000 in first year orders was MTS Systems Inc. The Minneapolis company exhibited materials testing systems. Predicting $100,000 in follow-on orders was Unicast Development Corp., Pleasantville, N.Y., which displayed precision castings. The firm also made $10,000 in floor sales.

Alloys for steel were on exhibit by Alloy Metal Products, Inc., Davenport, Iowa, which is anticipating $50,000 in first year orders.

Three of the exhibitors, Unicast, Alloy and Optronics International, Inc., Chelmsford, Mass., were seeking representatives. Five candidates were under review at the end of the show.

The two-day seminar on metallurgy was divided into four sessions and exhibitors presented papers on advancements. Albert M. Hall of the Battelle Memorial Institute in Columbus, Ohio, chaired the events.

Other participants in Metallurgy '70 were: Automation Industries, Inc., Danbury, Conn.; Barksdale Valves, Los Angeles; Buehler Ltd., Evanston, Ill.; Carborundum Co., Cleveland; Federal-Mogul Corp., Detroit; A. F. Holden Co., Milford, Mich.; Hydramet American Inc., Royal Oak, Mich.; Kaiser Refractories, division of Kaiser Aluminum & Chemical Corp., Oakland, Calif.; Laboratory Equipment Corp., St. Joseph, Mich.

Leeds & Northrup Co., N. Wales, Pa.; Pratt & Whitney, Inc., West Hartford, Conn.; Rodney Metals, New Bedford, Mass.; Tempil Division, Big Three Industrial Gas Equipment Co., New York; U.S. Steel International Inc., New York, representing Reactive Metals Inc., Niles, Ohio; Wall Colmonoy Corp., Detroit; Wang Laboratories, Inc., Tewksbury, Mass.

German hi-fi, sound markets target of U.S. trade exhibition

The German market for U.S.-made high-fidelity, stereo and electronic sound components surged from $8.1 million in 1966 to $11.1 million in 1968, reflecting the growing German demand for high-quality, advanced-design components.

To help U.S. firms increase exports to this expanding market, the U.S. Department of Commerce will stage an exhibition of hi-fi, stereo and electronic sound components at the U.S. Trade Center in Frankfurt, Apr. 14-19.

Market research by the Department's Bureau of International Commerce shows that the Germans are spending about $50 million annually for imports of hi-fi equipment. The U.S. share of these imports is almost 25%.

German hi-fi enthusiasts have indicated they will pay higher prices for higher quality U.S. products, which have an excellent reputation for advanced design, high precision, and good construction.

American-made tape recorders have consistently found buyers in Germany. Sales of tape recorders, microphones and parts soared from $3.7 million in 1966 to $6.1 million in 1968.

An active market development campaign managed by Commerce will attract buyers and potential agents and distributors to the Frankfurt show.

Market research undertaken by the Department reveals a strong demand in Germany for amplifiers, headsets, tape cartridges, turntables, tape recorders and decks (4- and 8-track), recorded tapes, tuners, speakers, pickups, AM/FM stereo receivers, portable and car stereo, tape cartridge music systems, and special accessory items.

An exhibition of hi-fi and stereo equipment last September at the Milan Trade Center netted $103,000 in floor sales, and exhibitors predicted 12-month sales will total $1.7 million. Of the 38 exhibitors at the show, 12 were new in that market.

U.S. manufacturers of hi-fi, stereo, and electronic sound components interested in the Commerce Department exhibition at Frankfurt, Apr. 14-19, may obtain an Exhibitors' Export Market Guide, IMIS 69-93, and further information from the U.S. Department of Commerce (BIC-938), Washington, D.C. 20230 (202-967-2425) or from any Commerce Department Field Office.

MITAM will convene at Milan Fair Grounds

MITAM, the 27th international exhibition of textiles for wearing apparel and the fifth international exhibition of furnishing fabrics, is being held May 5-8 at the Milan Fair Grounds. The exhibitions are open for participation by non-Italian manufacturers.

The biannual exhibitions which run concurrently were staged last in November 1969 and attracted 220 exhibitors from seven countries. Open only to members of the trade, attendance reached 5,200 buyers.

Manufacturers of warp, weft and knitted fabrics interested in this fair should contact: MITAM, Galleria San Babila 4/d, 20122 Milan, Italy.

Swiss will host '70 recreation festival

An exhibition, congress and festival will be parts of the 1970 European Festival of Recreation May 28-June 7 in Geneva, Switzerland. Sponsored by the International Recreation Association; the events are organized with the Fondation du Palais Des Exposition.

The show will feature representatives of the leisure living, recreational and sporting goods industries with such products as sports clothes, toys, cars, vacation houses, travel agencies, sewing machines, beverage companies and boats.

The congress is expected to attract approximately 1,500 European delegates to the meeting "Recreation and Leisure Living—Today and Tomorrow". The program will open May 28 with a discussion of the leisure age society, and will close June 3 with the topic "Recreation—Planning and Realization".

The Festival will show recreational facilities such as a complete artificial ski slope, golf driving range, and regatta on Lake Geneva.

U.S. firms may obtain participation information from: Secretariat, Palais Des Expositions, Quai de l'Ecole-de-Medecine 16, 1211 Geneva 4, Switzerland.

Prague exhibition postponed

The Czechoslovakian Ministry of Food and Agriculture has announced the postponement of the Apr. 23-May 7, 1970 agricultural exhibition in Prague. Agro Praha '70 will be held in 1971. (See INTERNATIONAL COMMERCE, Sept. 15, 1969, p. 12 for details.)

EXHIBITION BRIEFS *WORLDWIDE*

NINTH INTERNATIONAL GIFT & TABLEWARE SHOW, Paris, Sept. 7-12. Attendance at the exhibition which featured 450 manufacturers was 35% greater than at the 1968 show. A total of 5,500 visitors from 38 nations viewed the show. Much of attention of exhibitors and visitors was directed toward novelty items such as stackable coffee cups, sculptured glassware and new earthenware items. Next show, Apr. 5-10, 1970.

33rd LEVANT FAIR, Bari, Italy, Sept. 10-23. More than 3 million visitors attended this annual fair which drew 8,565 exhibitors, including 59 American firms and 2,867 other non-Italian manufacturers and agents. The U.S., one of 40 participating nations, was represented by a Business Information Booth set up by the U.S. Department of Commerce. Total sales for the show are estimated between $120-$136 million. Eighteen conferences and conventions were arranged to accompany the fair. Next show, Sept. 10-23, 1970.

INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS, MEASURING INSTRUMENTS & ACCESSORIES, Milan, Sept. 6-11. Two American firms were represented at the sixth biennial event which attracted 124 exhibitors from ten nations. The Milan exhibition runs concurrently with the National Radio & TV Show and the European Electrical Applications Show; admission to one fair allowed the visitor to attend all three. Major product categories at the Electronic Show included circuits, capacitors, transformers and resistors. Next show, Sept. 1970.

INTERNATIONAL SEWAGE ENGINEERING EXHIBITION, Munich, Germany, Sept. 6-13. This event, staged once previously in 1966, attracted 184 participants of which 11 were American firms represented through European subsidiaries. Exhibitors from eight nations were present. More than 11,000 visitors from 35 nations saw the event. Because the majority of products displayed must be designed or engineered into sewage projects, short range sales from the event are expected to be small. Good prospects for the following products are seen: measuring and testing equipment, separators, aeration and treatment equipment. Next show, 1972.

EDP trade mission/seminar to visit Taipei, Djakarta, Singapore in April

Bangkok Center will organize computer, peripheral equipment event; business, industry turning to EDP to solve problems

The first in a series of joint trade missions/seminars to Southeast Asia is scheduled Apr. 29-May 9 and will visit Taipei, Djakarta and Singapore.

This initial venture will have space available for ten manufacturers of data processing equipment and will be followed in late-1970 and spring 1971 by similar EDP trade missions/seminars. Planned stops are Hong Kong, Seoul, Kuala Lumpur, Manila and Bangkok. These events will be organized by the U.S. Trade Center in Bangkok in support of regional trade promotions efforts in Southeast Asia to aid U.S. concerns in expanding exports to that area.

The use of computers, only a few years ago limited to governmental and educational uses, is now increasing in Southeast Asia. Today, businessmen and industrialists are turning to computers for assistance in solving management problems ranging from production and inventory control to billing and payroll.

At each of the three stops, a two-day seminar presented by U.S. industry officials discussing EDP products and services available to the business community will be staged. A third day will be devoted to following-up sales leads in the area.

Topics the sessions will consider include: trends in the next decade; how to buy softwares; what is available in software packages; computer/communications systems; computer hardware advances; the impact of terminals.

To promote the trade mission/seminar, the Department of Commerce's Bureau of International Commerce will conduct a market development campaign aimed at EDP buyers and uses.

The Southeast Asian market for computers and peripheral equipment has provided U.S. manufacturers and suppliers with profitable export opportunities in the past. At a Bangkok Trade Center exhibition of data processing equipment June 23-27, 1969, 22 firms attracted 722 qualified buyers and recorded floor sales of $180,000. The Trade Center's record for projected first year orders was set at the show—$6 million. A seminar accompanied the event and drew approximately 400 visitors.

For additional information on the Apr. 29-May 9 trade mission/seminar and the following EDP events, contact the U.S. Department of Commerce, (BIC-918), Washington, D.C. (202-967-4858), or any Commerce Department Field Office.

General industries exhibition set for France in March

The 52nd International Lyon Trade Fair, first held in 1916, will take place Mar. 14-23, in Lyon, France.

Products which will be shown are in the areas of agriculture, construction, camping and sports, hobby equipment, appliances, kitchen equipment, heavy-duty machinery and equipment, materials handling equipment, boating, gifts, hotel accessories, fixtures and lighting devices.

At the Mar. 22-31, 1969, Lyon Fair, 2,540 French firms and 636 foreign companies, including 14 U.S. concerns, took part. Twenty-six nations were represented. Approximately one-third of the 601,420 visitors represented the trade.

Write: International Lyon Trade Fair, Quai Achille Lignon, 69 Lyon (6), France.

Business machine show sets February deadline

KT '70, an exhibition of business machines and equipment, will be staged at the Exhibition Grounds in Helsinki, Oct. 19-24, and is open to U.S. manufacturers and their representatives.

Modern automated equipment will be featured and the fair will aim at an audience of business efficiency personnel and interested businessmen.

Application deadline is Feb. 28. Write: Finnish Fair Corp., Helsinki 25.

FILTECH '71 announced

Dates for FILTECH '71, the International Filtration & Separation Exhibition and Conference, have been announced as Sept. 28-Oct. 1, 1971, and it will be staged at Olympia, London. Additional information is available from FILTECH Exhibitions Ltd., 1 Katherine St., Croydon, CR9 1LY, London.

Microelectronics conference slated for Paris in April with international exhibition

An international conference on advanced microelectronics will be held in Paris Apr. 6-10, in conjunction with the French International Exhibition of Electronic Components.

This event is sponsored by the Electronic Industries Association of France and organized by the Union of International Technical Associations and the French Institute of Electrical and Electronic Engineers.

The conference will bring together both the manufacturer of electronic equipment and the end-users, discussing current applications and the latest advancements. Papers will center on the following categories: circuits, advanced microelectronics in complex systems, advanced technologies, and computer-assisted design.

For additional information on this international conference, write: International Conference on Advanced Microelectronics, 16 rue de presles, 75-Paris 15, France.

U.S. companies may exhibit in annual Italian fair

The 48th International Padua Fair, an annual general exhibition is scheduled May 27-June 7, 1970, in Padua, Italy. American manufacturers interested in this event are invited to participate.

Main trade exhibit sections of the fair will be: appliances, hotel equipment, furniture, office machines and equipment, building supplies, heavy-duty equipment, foods, handicrafts and clothing.

Several congresses and conventions will meet during the Padua Fair.

At the 1968 event, more than 3,500 exhibitors mounted displays, including approximately 1,100 firms from 50 foreign nations.

For further information, write: Livio S. Stecca, Secretary General, Via N. Tommaseo 59, Padua, Italy.

Czechoslovakia will host consumer goods trade fair

Manufacturers of consumer goods may exhibit in the International Trade Fair in Brno, Czechoslovakia, Apr. 21-28. The show will act as a preview of consumer products from several nations and a forum for the exchange of technical knowledge.

For additional information on this event, write the fair organizers, Brno Trade Fairs & Exhibitions, Brno, Czechoslovakia.

Seven agents signed at INTERMED '70 in Stockholm Center

Thirty-two manufacturers expect $1.1 million in first year sales

Visitors from 12 nations attended INTERMED '70, an exhibition of medical equipment at the U.S. Trade Center for Scandinavia at Stockholm, Nov. 26 -Dec. 2. When the show closed, $128,901 in sales were firm, and projections of more than $1.1 million were reported.

The booths of 32 U.S. manufacturers were visited by 1,032 registered trade representatives including doctors, institution administrators and European medical manufacturers.

Each of the 12 companies entering the German market for the first time was seeking agency/distributorships at the show and each received several candidates. Seven agreements were signed during the show and 39 were still under negotiations at its end.

The Trade Center show coincided with the Swedish National Medical Congress which also met in Stockholm. Dr. Michael E. DeBakey, heart specialist of Baylor University, attended the congress and also participated in Trade Center activities.

Leading the show with the highest floor sales and 12-month projections was Niagara Therapy Manufacturing Corp., Brocton, N.Y., recording $25,000 in immediate orders and estimating an additional $300,000. The company, which exhibited massage motor chairs and thermopads, was entering the Scandinavian market for the first time.

Mennen-Greatbatch Electronics, Inc., Clarence, N.Y., appointed agents in Sweden and Norway, and was negotiating with prospects in Denmark and Germany. A manufacturer of patient monitoring systems, Mennen-Greatbatch wrote $15,651 on the floor, and is anticipating $100,000 in additional orders for the next 12-month period.

Another producer of patient monitoring equipment, Laser Systems & Electronics, Inc., Tullahoma, Tenn., appointed an agent and is projecting $62,500 in orders for the next 12 months. The company also wrote $2,000 in show sales.

Other participants in the exhibition not mentioned above were: American Optical Corp., Bedford, Mass; Air-Shields, Inc., Hatboro, Pa.; AMSCO International Co. (American Sterilizer Co.), Erie Pa.; C. R. Bard International, Inc., Murray Hill, N.J.; Biotronics Inc., Reading, Calif.; Brookline Instrument Co., White Plains, N.Y.; Bourns, Inc., Riverside, Calif.; Central Scientific Co., Chicago; Chattanooga Pharacal Co., Chattanooga, Tenn.; Columbus Instruments, Columbus, Ohio; Field Emission Corp., McMinnville, Ore.; Florida Brace Corp., Winter Park, Fla.; General Electric Co., Biomedical Systems Section, Milwaukee; Halen-Elliott Instrument Corp., New York; Hewlett-Packard Co., Palo Alto, Calif.; Hoffrel Instruments Inc., Norwalk, Conn., Honeywell Inc., Denver. Humetrics Corp., Los Angeles; Instrumentation Laboratory Inc., Lexington, Mass.; Marquette Electronics Inc., Milwaukee; J. D. Marshall International Inc., Chicago; Matheson Scientific, Elk Grove Village, Ill.; Ohio Medical Products, division of Air Reduction Co., Madison, Wis.; Packard Instrument Co., Downers Grove, Ill.; Park-Davis & Co., Detroit; Perkin-Elmer, Norwalk; Picker International Corp., White Plains; Princeton Applied Research Corp., Princeton, N.J.; Richards Manufacturing Co., Memphis; Scientific Research Instruments Corp., Baltimore; Smith Kline Instrument, Inc., Palo Alto; United States Surgical Corp., New York.

HEART SPECIALIST Dr. Michael E. DeBakey, who also attended the Congress, demonstrates AMSCO International's surgical lighting to a European professor of medicine, right, as AMSCO's European Branch Manager watches. The lighting is similar to installations in Dr. DeBakey's surgery at Baylor University in Texas.

MENNEN-GREATBATCH ELECTRONICS, producer of patient monitoring systems, estimates $100,000 in sales over the next year as a result of participation in INTERMED '70. Pictured below is their show booth.

Imports spur South Africa

Easing of trade curbs, continued economic growth stimulate demand for foreign products

South Africa's real gross domestic product grew at a rate of at least 6% in 1969, and current estimates indicate that about the same expansion is likely in the current year; these rates compare favorably with the 3.6% growth in 1968. The semi-annual Economic Trends Report from the U.S. Embassy in Pretoria points out that the latter rate was due almost entirely to drought conditions that caused a drop of 10.5% in agriculture's contribution to GDP. Helped by better weather, that contribution rebounded to a 3.5-4% rise in 1969 and may increase by more than 6% this year.

South African demand for imports continued to grow in 1969, while total exports ran very slightly behind the levels of 1968. Imports in 1969 increased by an estimated 10% over the previous year while exports recorded an overall decline of about 1.7%, with losses in agricultural exports tending to offset gains in other sectors.

For 1970, assuming a normal agricultural season, exports should rise by 140 million dollars over estimated 1969 levels to 2.2 billion dollars. On the basis of current trends, imports should rise from an estimated 3.2 billion dollars in 1969 to between 3.7 and 3.8 billion in 1970.

Competition still increasing

Competition for the South African import market in all categories of capital and consumer goods continues to increase. The South African is constantly looking for better products and present U.S. suppliers must be watchful of their place in the market. A large number of trade missions have visited South Africa in recent months. In 1970, foreign exhibitors in South Africa's many trade fairs and trade missions (15 are due from Britain alone) will provide the South African with an opportunity to compare his present suppliers' products with the finest their competitors provide. Over the past few months, major suppliers such as Britain, West Germany, France and Switzerland have further increased their investment links, which in turn help support exports from those countries to industry in South Africa.

West Germany, Japan, France and Italy—among major trading partners—increased their share of the import market in 1968 over 1967. The U.K. share—the highest at about one-fourth of the market—declined somewhat in 1968. Figures are not yet available for full year 1969.

Price and delivery are, of course, competitive factors but quality is a major consideration. Supplier credit terms have a particular bearing in private sector trade, given the continuing restraints on credit locally.

While local industry has continued to take over more and more of the finished product market, high quality finished product imports have remained competitive. The pace of new investment and expansion of old operations continues. Since foreign investment and licensing in industry tend to orient materials supply to the investor's sources, these developments have a profound and enduring effect on the relative roles of various country suppliers in the import picture. Long established South African policy is to welcome foreign investment. Details are worked out on a case-by-case basis. The prospect, however, is for more effort to channel investment in accordance with central government and local planning.

Relaxation of import restrictions on many consumer goods and continuing strong consumer demand suggest a growing market for a greater variety of durable and non-durable consumer goods of the kind in which U.S. industry excels. Specific products noted in more detail in an Apr. 7, 1969, INTERNATIONAL COMMERCE article on trade trends in South Africa remain relevant, including air-conditioning, hi-fi equipment, sporting goods and other leisure equipment.

Tourism, already a 140 million dollar per year industry, can be expected to grow at or near world growth figures. Demand for hotel and catering equipment will rise proportionately.

Ample spring rains filling reservoirs over much of the Republic should mean prosperity for the agricultural sector. Farm machinery and implement sales are rising from 1968's drought-depressed levels. Moreover, sales of other items for the rural market are climbing, bringing opportunities for exporters of such diverse items as irrigation equipment, light aircraft, house paints, air conditioning units and other household appliances, dairy equipment, generators and lighting plants.

Government's role in growth

A good deal of South Africa's growth, especially in heavy industry, has a government role, manifested not only in tariff protection, but also in quasi-governmental agencies such as the IDC (Industrial Development Corporation), ISCOR (iron and steel), ESCOM (electric power supply) and SASOL (petroleum industry). The current budget also has provision for a continuing major infrastructure program.

Basic current government financial capital expansion programs include electricity generation and transmission (to extend the national grid), ports and harbors expansion, SASOL's refining and petro-chemical processing program and ISCOR's iron and steel expansion program. These and other programs require industrial raw materials and finished goods such as construction equipment, including road building machinery and vehicles, materials handling machines, electrical measuring and control equipment and mining machinery (both open face—a new trend—and deep mining).

Major specific projects which offer important trade opportunities are:

► ESCOM's 12-year expansion pro-

Top sales prospects

The International Marketing Information Service includes a *Country Market Digest* (IMIS 69-26) outlining specific products with top sales prospects in South Africa.

IMIS reports are available for ten cents apiece from the Sales and Distribution Branch, room 2119, U.S. Department of Commerce, Washington, D.C. 20230, or from any of the Commerce Department's 42 Field Offices.

gram involving outlays of nearly 3 billion dollars, with concomitant opportunities for U.S. suppliers of power plant and equipment.

► A 3000-megawatt, 33.6 million dollar thermal power station in eastern Transvaal, scheduled to be commissioned in 1977, which could be one of the biggest of its kind.

► South African engineering firms looking for trading connections to put them in the front running for the construction of nuclear power stations, the first of which is projected for the Cape.

► Harbor improvement programs in Cape Town and Durban involving outlays of 140 million and 56 million dollars, respectively. Cape Town's scheme embraces a ship repair quay, a new two-mile sea wall and a new deck shed, geared specifically to container handling. The South African Railways and Harbours Administration plans to extend Durban harbor and improve its facilities.

► Expected long-term iron ore contracts between South Africa and Japan, involving 60 million tons over the next decade, requiring the construction of ore handling and harbor facilities at a yet undetermined site.

► Huge construction projects, such as the Orange River Project already underway, provide continuing markets for heavy construction equipment.

► Oil exploration and drilling as well as oil transportation and refining.

► ISCOR's expansion of its present iron and steel facilities involving the expenditure of 1.2 billion dollars over the next ten years. Some 420 million dollars alone will be spent on its Vanderbylpark Steel works for such items as a combination slabbing and plate mill, blast furnace, electric arc furnaces and a wide strip mill complex. A third ISCOR works is planned for Newcastle in Natal and a fourth and fifth steel mill eventually will be built.

Demand high, income growing

South Africa is witnessing a high level of demand being supported by growing money income in an exceedingly tight labor market. This is against a background of an extensively industrialized economy with considerable and varied resources. Consumer spending has received a substantial boost from the reduction in withholding tax payments for middle and high income earners in July and wide-spread salary increases. These forces are expected to continue through the coming year.

The sales tax—which offset the income tax reduction—appears to have had little inhibiting effect on demand. Private consumption expenditure is now estimated to have risen by 10% in 1969, the same rate as in 1968. New car sales recorded a record year of 175,000 vehicles, about 25,000 more than estimated earlier in the year. Some retailers have expressed concern that price increases in certain key consumption sectors could restrain demand in coming months. A major economic research group (the Bureau for Economic Research of Stellenbosch University) predicts a marginally lower growth rate of perhaps 9% for private consumption in 1970.

Investment revival

For some time South African observers have expressed concern over a rate of private fixed investment lagging behind the rate of overall growth of the economy. Recent local analyses suggest, however, that the rate is beginning to pick up as the productive capacity of industry approaches fuller utilization. Gross domestic fixed investment, which had increased by only 3% in 1968, recorded an estimated increase of 12% in 1969. The revival is expected to continue through 1970.

It is significant that the major increase (33.5%) in South African imports for the first three quarters of 1969 compared to 1968 was in machinery and electrical equipment. The buoyancy of this category points to a continuing high absolute level of fixed investment. Public expenditure is also expected to continue at a high level.

The year 1970 should see continued accumulation of stocks as the momentum of the economy continues. An increase of $210 million is postulated by Stellenbosch. Unfilled orders remain high.

Building boom is likely

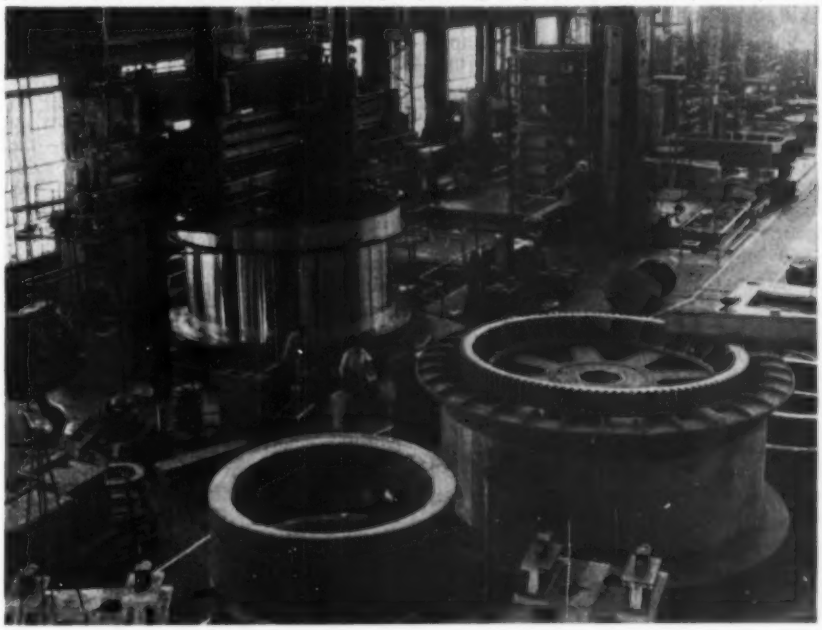
Building activity is good and the significantly higher number of building plans approved in 1969 compared to 1968 presages a boom in the coming months.

The last "Opinion Survey Report" of Stellenbosch University indicated that the atmosphere in business was somewhat less exuberant than real conditions would seem to indicate. This may be in part explained by the continued credit squeeze, although this has been eased somewhat recently. A number of manufacturers did report a lengthening in the period over which debtors pay off their debts.

Another much-voiced concern of both commerce and industry is the skilled and semi-skilled labor shortage as a complicating factor in operations and planning.

Despite potentially inflationary ten-

MANUFACTURING OUTPUT INCREASED by 10.2% through August 1969 and a rise of 7% to 8% is expected this year. This machine shop of Vanderbijl Engineering Corp. specializes in heavy foundry work.



Rules are simplified

The South African Government has announced some alteration in import controls for 1970. A no-license list is continued with some changes over 1969, a major group of commodities will be granted license on application and without quotas, while a third group will require specific description licenses, with quotas to be set from time to time.

Raw materials and equipment for existing industry will fall in the second group above. Requirements for new industries or expansion of existing industry will require specific licenses under the third group. South African importers should find less difficulty obtaining licenses for a number of items.

dencies in the labor market as well as the introduction of a sales tax earlier in the year, consumer prices in September 1969 rose by only 2.1% over September of the previous year. However, since food prices, which make up 28% of the consumer price index, actually fell during the second quarter of 1969, other consumer items rose by something closer to 3%. Consumer goods prices will probably rise somewhat during the coming months. The wholesale price index in September 1969 was up by 2.9% over the same time last year.

Skilled labor becoming scarce

The increase in manufacturing output for the first eight months of 1969 (10.2%) has been straining the country's available skilled labor resources. Registered unemployment is low. Wage costs have increased. Commerce and industry associations have urged the Government to give more latitude for use of non-white labor. The sharp rise in production in 1969 shows that the economy's capacity to expand exists, but some observers pointed out that much of this was achieved by increased productivity through increased utilization of plant and additional salary increments for skilled workers.

At the end of September, the quantity of money and near-money, having been held nearly level through the first six months of the year, rose to 5.1 million dollars, which was 7.5% higher than at the end of 1968. This reflected an easing of credit ceilings and a draw down of government cash balances. As the acceleration in activity in production continued during the first three quarters of 1969, however, the seasonally adjusted ratio of money and near-money to GDP declined from 31.6% in the first quarter to 29.2% in the third quarter, and is interpreted as an easing of the long standing concern for "excess liquidity."

In August, following announcement of a slight easing of credit by the Reserve Bank Governor, commercial bank's liquid assets as a percentage of their liabilities rose from a low of 0.4% to 4.2% and rose further to 5.4% in September. It is worth noting that with the continuing high rate of personal consumption expenditure, personal savings fell from 1.16 billion dollars in 1967 to 713 million dollars in 1968.

Money market loosens up

The Reserve Bank noted in its December bulletin that there was a similar easing of money market conditions after early August. The Bank pointed out that the Treasury Bill tender rate declined from a peak of 4.77% then to 4.38% toward the end of November, the lowest level since December 1966. Call money with discount houses increased from $267 million at the end of July to $547 million on Nov. 21.

Over the last six months of 1969, share prices on the Johannesburg Exchange declined considerably. Government and other observers have commented that the market was speculative and the decline did not reflect changes in the basic economic activity in the country. By Oct. 28, the Financial Mail price index of equities was 23% below the market's peak of May 1968 and average dividend yields based on it had risen from 3 to 3.8% while earnings yields rose from 5.4 to 6.7%. New issues of fixed interest securities failed to attract substantial interest. A series of loans on behalf of semi-public institutions—the Government having held the line on interest rates—were undersubscribed. As there is little immediate expectation of a drop in long-term interest rates, the heavy capital requirements of Government and public bodies may remain difficult to finance through non-bank borrowing for a time.

Good weather helps agriculture

Agriculture is recovering nicely from the drought conditions of 1968. Weather conditions have been good thus far, although hailstorms caused considerable damage to the deciduous fruit crop in the Cape area earlier in the year.

In manufacturing, an increase of between 7% and 8% in total factory output is expected in 1970 with above average increases in the beverage, knitting mill, clothing, wood and wood products, furniture, printing, rubber products, chemicals, non-metallic products and machinery sectors.

Dynamic market

South Africa is a growing and dynamic market. The trend is for continued expansion of total imports with special emphasis on machinery and electrical equipment, transport equipment, textiles and many types of consumer goods.

The United States has been maintaining about a 17% share of South Africa's over 3 billion dollar import market. U.S. trade continues to benefit from big increments in the sale of civil aircraft and major capital equipment as well as semi-finished goods, particularly for long-established U.S. firms and licensees. The United States continues to be only moderately active in supplying goods to the finished consumer goods market in South Africa.

In mining, assuming strong world commodity prices, a significant rise in the total value of minerals can be expected. Extensive activity in prospecting and development is reported in a large number of mineral categories. Platinum production is expected to increase significantly with the expansion of the Rustenburg mining complex. Prospects for large increases in iron ore production and export are good; negotiations with Japan have been reported, looking to the purchase by Japan of 60-90 million tons of South African iron ore over the next ten years.

Little change in gold output

Net gold output is expected to show only a fractional increase in 1970, although the President of the South African Chamber of Mines stated that a new gold mine might be opened in the near future.

The gap in service payments over receipts is still on the rise. At the end of the third quarter of 1969, the seasonally adjusted current account deficit reported by the Reserve Bank (including net gold output) stood at $538 million. In the six-month period between May 30 and Nov. 28, 1969, Reserve Bank gold and foreign exchange holdings fell from the equivalent of 1.53 to 1.28 billion dollars, a drop of 20%, of which foreign exchange holdings fell from 262 to 163 million dollars, a decline of 38%. The third quarter of 1969 showed a net capital outflow of 29.4 million dollars, the twelfth consecutive quarter to show an increase in that category.

New law asserts Colombia's control of mines, petroleum

Allows expropriation of mining properties in the public interest

In late December the Colombian Government issued a major new law governing the nation's mining and petroleum industries. Among the principal provisions of the legislation are:

The declaration that all mines belong to the Nation, without prejudice to rights granted to third parties;

Mining rights held by individuals will revert to the Nation if within three years the titleholders have not begun economic exploitation of the mines, or, if having begun, they interrupt the exploitation for more than one year;

The declaration that the mining industry in all its ramifications is of public interest and thus liable to Government expropriation of mining rights and properties if that is deemed necessary to obtain a quicker or greater amount of exploration or production;

Authorization for the Government, at its discretion, to seek an equitable share by private or public Colombian capital in a mining enterprise proposed by foreign investors, as well as reaching agreement on the manner of maintaining or increasing that Colombian participation;

Authorization for the Government to declare any petroleum area of the country (excluding existing oil concessions and concession applications) a national reserve and to assign such reserved territory to the state-owned Colombian Petroleum Enterprise, for exclusive or joint development, without subjection to the general concession procedure.

Copies of the legislation are available on a loan basis from the American Republics Division (BIC-886), U.S. Department of Commerce, Washington, D.C. 20230.

ADB to aid development of Taiwan's Hualien harbor

The Asian Development Bank has approved a loan equivalent to $990,000 to the Republic of China for harbor development on the east coast of Taiwan.

The Bank loan will assist the second stage of a long term program to develop Hualien Harbor, involving construction of three additional deepwater berths and a transit shed of 6,000 square meters floor space. The harbor now has two deepwater berths.

The three new berths will be designed for handling increased bulk cargo exports as well as container ships. In addition, the depth of the harbor basin and the entrance channel will be increased from 8-9 meters to 11 meters in order to accommodate bulk cargo carriers and container ships up to 15,000 tons.

Earlier Bank loans to the Republic of China were for a feasibility study of North-South Freeway, a petrochemical (DMT) plant in Kaohsiung, deep-sea fisheries development, aluminum plant expansion and a copper fabrication plant.

The loan bearing annual interest at 6⅞% (including 1% commission) is repayable in 13 years with a three-year grace period.

World Bank, IDA loans aid Paraguay road maintenance, Honduran livestock output

The World Bank has approved a loan of $6 million for a highway maintenance program in Paraguay, and its affiliate, the International Development Association (IDA), a credit of $2.6 million for a lending program to increase livestock production in Honduras.

All imported goods and services paid for with World Bank or IDA funds must be procured through international competitive bidding.

The Bank loan to Paraguay will help to finance a four-year program to develop a highway organization trained and equipped to provide adequate maintenance on most of the national roads. The program will be carried out with the assistance of consultants and includes the purchase of maintenance, shop and other equipment, the extension and improvement of workshops, and the training of Paraguayan personnel.

The IDA credit will finance half the cost of a five-year lending program to be carried out by the Central Bank of Honduras through commercial banks, to increase the production of beef and dairy cattle. Loans will be made to ranchers for on-ranch improvements for the purchase of breeding stock.

U.K. ends $120 limit for foreign travel

The British Treasury eliminated the $120 travel allowance permitted to U.K. residents, effective Jan. 2. Hotel bookings, cruises, fares and other travel facilities can now be paid in sterling without limit through any travel agency or bank. There is no limit to the number of trips that may be taken each year.

Travelers are allowed to take the equivalent of $720 in foreign exchange and $60 in sterling out of the United Kingdom per trip. Larger amounts of foreign exchange for private travel will require application to the Bank of England.

U.K. businessmen traveling for business or professional purposes may draw additional amounts up to $96 per day with a maximum of $4,800 per trip after written declaration is filed with a commercial bank or travel agent. For still larger amounts, prior application must be made to the Bank of England.

It is estimated that the $120 travel allowance saved only $60 million per year in the U.K. balance of payments. The sharp improvement in the payments position permitted the British Government to ease the currency restriction on foreign travel. This measure is expected to be exploited later this year as the national election approaches.

Manila trade meeting

The Fourth Asia-Pacific Regional Marketing Conference is scheduled to be held in Manila May 25-28. The International Marketing Federation and the Philippine Marketing Association, Inc., sponsors of the Conference, report that its primary objective is to open new markets for Philippine products and services and to expand trade with traditional trading partners.

The sponsors would welcome attendance by American marketing and management executives.

Write: Philippine Marketing Association, 1647-B Taft Avenue, Manila, Philippines.

IDB concluded its first decade with most active year of all

Authorized 67 development loans totaling $631 million in 1969; ten-year lending figure is $3.43 billion in 565 individual loans

The Inter-American Development Bank reports that it provided substantially more financial support for Latin America's economic and social development in 1969 than in any previous year of its first decade of existence. This was disclosed in a review of the Bank's 1969 activities by Bank President Felipe Herrera.

The Bank, which came into existence Dec. 30, 1959, authorized 67 loans totaling $631.5 million during 1969. This volume was considerably more than the 1968 figure of $430.8 million and the previous record lending total of $496.4 million approved in 1967.

The 1969 loan commitments brought the Bank's net total lending for Latin America's economic and social development as of Dec. 31, 1969 to slightly more than $3,430 million in 565 individual loans.

Herrera emphasized that this volume of lending is helping to finance development projects in Latin America which have an estimated total cost approaching $10 billion. "In other words," Mr. Herrera said, "the Latin American countries themselves are putting up two-thirds of the total cost of the projects which the Bank is helping to finance."

Gets broad support

The Bank's substantial lending volume has been made possible, Mr. Herrera said, by the decisive financial support which the Bank has received from its own member countries as well as from non-member countries, primarily in Europe.

In its lending during 1969 the Inter-American Bank stressed support for the development of Latin America's agriculture, transportation, communications, and electric power. The Bank also strengthened its support for Latin America's education, particularly at the technical and vocational levels.

In addition to financing programs designed to increase production and productivity on Latin America's farms, the Bank in 1969 placed special emphasis on its support for programs designed to improve agricultural marketing at both the domestic and export level.

Much of the Bank's assistance for Latin America's transportation development was aimed at bringing about closer physical integration among the nations of the hemisphere. Many of the Bank's electric power loans were devoted to the same end.

More of the Bank's lending in 1969 was devoted to speeding up Latin America's economic integration than in any previous year. The Bank authorized $99.6 million in loans for such projects and extended an additional $2.4 million for technical assistance, an a grant basis, for programs related to the integration process. At year end the Bank's total support for Latin America's integration amounted to more than $400 million.

Loans approved in 1969 included four totaling $69.7 million to help build Latin America's regional transportation network: $15.2 million for a section of the Pan American Highway between Pasto and Popayan, Colombia; $26.4 million for the Trans-Chaco Highway in Paraguay; $25.5 million for dredging a maritime channel between the port of Buenos Aires and ports on the Parana River which will improve river traffic with Paraguay and Bolivia; and $2.6 million for a feasibility study of a link in the highway which will eventually unite Brazil's capital Brasilia with Lima, Peru.

Two loans totaling $16 million are fostering Latin America's integration in the field of electric power by helping to finance the construction of networks which will distribute power produced by the Bank-financed Acaray hydroelectric plant in Paraguay throughout the Province of Misiones, Argentina, and the State of Parana, Brazil.

Another Bank loan for $10.5 million is financing a campaign to control and eventually eradicate foot-and-mouth disease in Argentina. This is part of a South America-wide campaign which the Bank is financing to eventually rid the continent of a disease which takes a toll equivalent to nearly half a billion dollars in cattle losses a year. The Bank had previously made loans for similar projects in Paraguay and Chile.

The Bank also authorized two additional lines of credit to finance the export of capital goods from one Latin American country to another. These included $2.4 million to Mexico to finance the export of goods and services used in the construction of a gas pipeline in Colombia, and another for $1 million to help Brazil finance its general intra-regional export program. In addition, previous revolving lines of credit extended to Argentina, Brazil, Mexico and Venezuela were increased by $4.2 million through repayments.

Sweden outlines projects to relieve unemployment in northern part of country

Swedish Government representatives recently outlined a wide range of proposals for counteracting unemployment in the northern part of the country, which will provide jobs for some 2,500-3,000 workers during the next few years. The measures include a Government agreement with a private corporation to construct new plants in the region; investment plans of the Government-owned mining, forestry products and steel mill companies; special subsidies for forestry operations by local authorities; Labor Market Board relief work; and the establishment of a new military unit in the area.

In addition to these Government proposals, the Swedish trade press reports rather extensive investment plans by private forest product companies which are to be put into effect during the next few years.

While in some instances orders have already been placed with Swedish and European firms, nevertheless there should be opportunities for American suppliers to provide equipment or components for the various projects under consideration.

Eximbank loan boosts sale of Boeing 737 jet to Canada

The Export-Import Bank of the United States has authorized a $1.96 million credit in favor of Nordair, Ltd., to help finance the purchase of one Boeing 737 two-engine jet aircraft with related spare parts and equipment costing a total of some $5.5 million.

The borrower will make a cash payment of approximately $1.1 million, the Bank of Montreal will extend a credit of $2.2 million, and the Boeing Co. will participate in the financing to the extent of some $218,000.

Organized in 1947, Nordair is located in Montreal and operates scheduled services in Quebec, Ontario, and the Northwest Territories and chartered services in these areas and into the Caribbean.

Four French firms seek U.S. licenses for several products

Companies wish to make shingles, insulation, metal, electronic items

• A license to manufacture asphalt shingles for the Common Market countries and Switzerland is sought by a French producer of asphalt roofing materials. The company is also an asphalt and bituminous roofing contractor.

The firm is currently building a new plant in the Strasbourg Rhine Port area to extend its activity to the whole Common Market area. According to the company, new construction techniques in Europe have created a growing demand for asphalt shingles which are not presently manufactured in France.

Write: SOPREMA et Usines Alsaciennes d'Emulsions Reunies, 80 rue de la Plaine des Bouchers, Strasbourg-Meinau, France. WTD. **P-70388.**

• A French company engaged in metal coating and related activities seeks a license to produce thermal insulation and sound proofing material, particularly for aircraft equipment. The firm has approximately 80 employees.

Write: La Signalisation du Sud-Ouest, Avenue J. F. Kennedy, 33 Merignac, France. WTD. **P-70387.**

• The French subsidiary of a U.S. fabricator of metal products and forgings seeks to expand its product line. H. K. Porter France S.A. is interested in licenses to manufacture machine tools and metal working equipment; machine-y for paper and cardboard production; heavy equipment for public projects, foundries and general construction; machinery and equipment related to steel and metal processing, including scrap processing machinery; and couplings and railroad car equipment.

The firm operates two plants and employs approximately 1,200. It produces railroad freight and tank cars, vehicle components, pressure vessels, carbon and alloy steel castings for heavy industry and equipment such as cast steel valves for the petrochemical industry. The company also produces hydraulic equipment such as pumps and has undertaken a program to upgrade its hydraulic division.

Write: Peter K. Studner, General Manager (European Operations) H. K. Porter France S.A., 17 Avenue Matignon, Paris 8, France. **P-70384.**

• A manufacturer of measuring and control equipment, printed circuits, electronic cable and teleprinting sets seeks licenses to produce related types of equipment. The French firm has about 30 employees and distributes its products on both the domestic and foreign market.

Write: Societe d'Equipement Electroniques, 58 Avenue Aristide Briand, 92-Montrouge, France. WTD. **P-70386.**

Swiss enterprise interested in superstructure licenses

A Swiss company seeks to acquire licenses, know-how and newly invented systems in the superstructure field. It is also interested in representing U.S. manufacturers of related construction equipment as a commission agent. Currently, the firm is responsible for licensing the system of pre-fabricated superstructure components developed by its parent company.

Write: Mr. Porchet, Skarne System, AG, 8004 Zurich, Switzerland. WTD. **P-70367.**

License to produce parts for commercial vehicles sought by U.K. company

Henry Rhodes, Ltd., a general engineering company manufacturing laminated springs, machine knives, and ground machine tool slideways, is interested in a licensing agreement with an American firm for the manufacture within the United Kingdom of accessories and various products associated with commercial vehicles.

The facilities of the company at present include a machine shop with hot pressing and forming equipment, and a heat treatment shop together with precision grinding facilities. The company would be prepared to purchase any additional specialized equipment needed for the above proposal.

A private firm established in 1949, the company employs 150 persons and is a member of the Confederation of British Industry.

Write: Henry Rhodes, Ltd., Green Lane, Sheffield, Yorkshire S3 8SG, England. WTD. **P-70373.**

U.S. tie goal of telephone equipment manufacturer located in Venezuela

A Caracas company is interested in a license, technical assistance agreement or joint venture with a U.S. manufacturer of basic telephone equipment and subassemblies. An essential requirement is that the U.S. firm be in a position to supply component parts.

The Venezuelan firm, which began operation in early 1969, presently assembles such special purpose telephone equipment as conference circuits, automatic answering devices, internal intercom systems and testing apparatus for circuits. The company has about 30 employees and claims to have completed nearly 300 projects during its first year of operation.

Write "Ultratonic C.A.," Quinta Ultratonic, Avenida Venezuela, Bello Monte, Caracas (Or: Apartado 70170, Caracas), Venezuela. WTD. **P-70370.**

U.S. participation desired by New Zealand company

A New Zealand manufacturer of knitwear for skiing and outdoor sports seeks U.S. know-how and financial assistance to increase its sales in New Zealand. It also manufactures a range of moderately-priced woolen outdoor work jerseys.

U.S. companies interested in entering the New Zealand market will be offered controlling interest for their equity participation. The firm was established in 1947 but has been operating under its present management since 1958. It serves a limited market at present, selling throughout New Zealand direct to retail shops.

Write: Clarry H. Hirst, Managing Director and Owner, Hirst Textiles (N.Z.) Ltd., P.O. Box 13-075, Onehunga, Auckland 6, New Zealand. WTD. **P-70375.**

TV, radio, stereo assembly license sought by company

A Peruvian firm wishes to negotiate a licensing agreement with an American manufacturer to assemble and sell household radio receivers, TV receivers and stereophonographs. A prohibition on imports of these items to Peru necessitates local assembly.

Write: Electronica Huascaran S.A., B. Herrera 451, Lima, Peru. WTD. **P-70377.**

Power equipment company interested in cross licensing agreement with U.S. firm

A major German manufacturer of steam boilers and power equipment is interested in cross licensing agreements with U.S. firms. The German company wants to produce high temperature heating equipment and related apparatus for the plastics industry and salt melting machinery. It offers licenses for the manufacture of high pressure heat exchangers for all fluids and industrial applications, high pressure feedwater heaters and waste heat boilers utilizing energy contained in waste gases.

The firm's facilities include modern plants, foundries and warehouses. It owns or has interests in 13 domestic companies and has subsidiaries in several other European countries, and maintains its own marketing and servicing organizations.

Write: Deutsche Babcock & Wilcox AG, 375 Duisburger St., Postfach 34, 42 Oberhausen/Rhld., Germany. WTD. **P-70383** Additional material on this opportunity is available from the Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230.

Trading firm wants licensee for Japanese manufacturer

Shinwa Trading Co., an import-export firm which acts as a sales agent in Japan for many U.S. machinery firms, is acting on behalf of the Kenzaisha Co., Ltd., an installer of industrial air conditioning, heating and drying equipment and manufacturer of industrial furnaces for heating and drying, in an effort to conclude a licensing agreement with an American firm for the manufacture of sophisticated heat treating equipment. The company would prefer equipment related to continuous processing (quenching, annealing, and hardening) of alloy steel and aluminum alloys. Batch processing equipment is also acceptable.

Write: Shinwa Trading Co., 8 Kanda Zaimoku-cho, Chiyoda-ku, Tokyo, Japan. WTD. **P-70381.**

U.K. firm wants to make new rubber, plastic items

A major British producer of industrial rubber products seeks licenses to manufacture and market newly developed products in the rubber and plastic field. Of particular interest are sport and leisure products, inflatable marine craft, and medical and surgical plastic items.

The firm employs around 8,000, of whom 500 are sales representatives. It maintains branches in major U.K. cities, and subsidiaries throughout the world, principally in Europe. It also has manufacturing agreements with several U.S. firms.

Write: William H. Sanderson, Group Diversification Manager, Avon Rubber Co. Ltd., Melksham, Wiltshire, England. WTD. **P-70385.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Mexican contractor seeks U.S. building collaboration

A medium-sized general contractor which builds residences and commercial facilities in the Hermosillo area, seeks U.S. collaboration to increase his scale of home construction.

Founded in 1964 the concern presently constructs three or four homes annually. A $40,000 investment, for which a 33% share of the firm is offered, would measurably increase his building capacity.

Write: Jorge Manjarrez Gutierrez, Architect, Jalisco #7-Ote., Desps. 5 y 6, Hermosillo, Sonora, Mexico. WTD. **P-70382.**

Japanese electronic firm seeks U.S. licenses

A license to produce transducer elements and hybrid integrated circuits, including stabilized passive elements and capacitor chips, is sought by a Japanese electronics producer, Naito Densei Co. Presently, the firm makes transistors, diodes, solar cells, silicone rectifier elements and carrier equipment. It supplies its entire production to Nippon Electric Co. which furnishes technical guidance.

Naito Densei Co., Ltd. reports annual sales of $8 million and has over 1,000 employees.

Write: The Naito Densei Kogyo Co., Ltd., 1933 Shimonumabe, Kawasaki City, Japan. WTD. **P-70366.**

Swiss holding company wants U.S. licenses

Remaco AG is a sister firm of ELCO, and acts as its research and licensing company. Remaco is interested in licenses from U.S. manufacturers of all kinds of sporting goods, do-it-yourself articles and similar items for recreation and hobbies. The products should be suitable for household use and do-it-yourself centers.

The ELCO concern, represented by Remaco, has 2,000 employees, operates in all West European countries, maintains several manufacturing facilities in Switzerland, and reports annual sales of about $30.5 million.

Write: Mr. Looser, Director, Remaco AG, Steinengraben 44, 4000 Basel, Switzerland. WTD. **P-70376.**

French firm seeks license to make organic pigments

A license to make organic pigments is sought by a French producer of cyclic intermediates and crudes and synthetic organic chemicals for printing inks and paints. The firm is an affiliate of one of France's leading chemical companies.

Write: Philippe Duval, President, General Manager, Societe des Produits Chimiques et Matieres Colorantes de Mulhouse, 21 rue Henri-Rochefort, Paris 17, France. WTD. **P-70368.**

Electroplate firm investigates American licensing rights

An established Swiss firm engaged in electroplating seeks licensing rights to newly developed electroplating processes and techniques.

Write: A. Reymond & Cie, S.A., Rue d'Aarberg 115, 2500 Bienne, Switzerland. WTD. **P-70380.**

World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

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- Your catalog or other appropriate literature.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

287 Agricultural chemicals

28712—FRANCE—Fertilizers of good quality, primarily products suitable for fruit-trees grown in orchards in southwest France. Hugonnet & Cie. (Maurice) (importer, agent), Place Roger-Delthil, 82 Moissac. WTD 3/69.

28790 — FRANCE — Agricultural pesticides, other agricultural chemicals: insecticides, fungicides, related phytosanitary products for protection, treatment of orchards. Hugonnet & Cie (Maurice) (importer, agent), Place Roger-Delthil, 82 Moissac. WTD 3/69.

289 Chemical products

28911—ITALY—Adhesives for following uses: elastomers on metals; cartridges for automobile filters; deep-frozen food containers. Correspondence requested in French. Dott. Prof. U. Mello Succ. S.p.A. (manufacturer), Via Breglio 84, 10147 Torino. WTD 12/69.

352 Farm machinery

35222—FRANCE—Farm machinery equipment: sprayers (power and speed); other categories of light- and medium-duty machines, attachments designed for preparing vegetable and fruit crops for shipment to wholesale markets. Catalogs, price lists requested from manufacturers. Hugonnet & Cie. (Maurice) (importer, distributor, agent), Place Roger Delthil, 82 Moissac. WTD 3/69.

361 Electric transmission, distribution equipment

36113—AUSTRALIA—Electronic industrial measuring instruments, including cathode ray oscilloscopes, digital multimeters, digital panel meters. Parameters Pty. Ltd., Attn: B. K. McCarthy, mgr., N.S.W. (importer, distributor, agent), 1213 High St., Armadale. WTD in preparation.

Closed circuit TV system desired by Indian agency

The Director General, Supplies and Disposals, New Delhi, has issued Tender No. ES4/514/34/048/CELL-1364 for the supply of a closed circuit television system. The bid deadline is February 20 at 10 a.m.

Bids should offer a CCTV monochrome system and a video tape recorder. Equipment should conform to CCIR standards; the system is to be housed in a mobile dynamometer car of Indian Railways.

Copies of the tender announcement and specifications are available from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008. Tender fee is $2.50 each (payable in advance; not refundable), or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

149 Miscellaneous nonmetallic minerals, except fuels

14990—GERMANY—Selected rough stones (agates, jaspers, ammonites, septarians, etc.), good quality and suitable for carvings, ashtrays, cabochons, other decoration ware. Homberg & Brusius (importer, distributor, manufacturer), P.O.B. 2737, 658 Idar-Oberstein 2. WTD 12/69.

204 Grain mill products

20420—ISRAEL—White millet, golden millet for feedstuff, in bags of 100 lbs. for earliest shipment. Requirement: 150 tons per yr. Direct purchase and exclusive agency. Z. Arison (importer, wholesale distributor, agent), 3 Ha'atzmauth Rd., P.O. Box 1276, Haifa. WTD 11/69.

20440—ISRAEL—Cargo rice, long grain/round grain Blue Bonnet type, packed in 100-pound bags for early delivery of 100-250 ton shipments; total requirement of abt. 1,000 tons per yr. Direct purchase and exclusive agency. Z. Arison (importer, wholesale distributor, agent), 3 Ha'atzmauth Rd., P.O. Box 1276, Haifa. WTD 11/69.

221 Broad woven fabric mills, cotton

22110—CAMEROON—Ten tons colored and white cotton cloth for cleaning and dusting purposes prepared in 50 kilo compressed and covered bales. No synthetic material, fringes or ornaments; excluding blankets, linings. Societe Commerciale Andre Testas (SCAT) (importer, retailer), Boite Postale 84, Douala. WTD in preparation.

241 Logging camps, logging contractors

24110—ITALY—Logs of Douglas fir, hemlock, other types of timber. Nuccio Candellero (importer, distributor), Via Cavour 1, Vigone (Torino). WTD 5/69.

242 Sawmills, planing mills

24210—ITALY—Boards and planks of Douglas fir, hemlock, other types of timber. Nuccio Candellero (importer, distributor), Via Cavour 1, Vigone (Torino). WTD 5/69.

261 Pulp mills

26112—ITALY—Mechanical wood pulp and chemical pulp. Nuccio Candellero (importer, distributor), Via Cavour 1, Vigone (Torino). WTD 5/69.

262 Paper mills

● **26200—IRAN**—The Iranian Tobacco Co. requires 189,500 bobbins of 100% chiffon cigarette paper in widths of 22 mm., 25 mm. and 28 mm. Substance to be 20.5 grams/m^2 ± 1 gram. Bid deadline Mar. 12. Copy of tender form with complete specifications and conditions available from Forest Products and Packaging Division, BDSA, Room 5099, U.S. Department of Commerce, Washington, D.C. 20230 ★(212-967-3530).

● **26200—IRAN**—The Iranian Tobacco Co. requires 38,000 bobbins of imitation cork tape for attaching filters to cigarettes. Tape width to be 38 mm.; length 1,200 meters and substance to be 34 grams/M^2 ± 2 grams. The tape should be compatible with artificial polyvinyl type glue. Copies of tender form with specifications and sample of desired paper available from Forest Products and Packaging Division, BDSA, Room 5099, Department of Commerce, Washington, D.C. 20230. Bid deadline Mar. 8 ★(202-967-3530).

26217—ISRAEL—Kraftliner board, weight: 127-230 grams per square meter, width: 1600-2190 mm; requirement: abt. 12,000 tons per yr., delivery to start as soon as possible. Direct purchase and exclusive agency. Z. Arison (importer, wholesale distributor, agent), 3 Ha'atzmauth Rd., Haifa, P.O. Box 1276 .WTD 11/69.

281 Industrial inorganic, organic chemicals

● **28100 — TURKEY** — Aluminum sulfate, 3,700 metric tons, fine aluminum sulfate powder, for water treatment. Bid deadline Feb. 26. Istanbul Water Administration (T. C. Istanbul Belvediyesi Istanbul Sular Idaresi Umum Mudurlugui), Istanbul. Tender specification, English translation, is available from the Mondial Translation Bureau, Karanfil Sokak 49/2, Ankara for $6.60.

283 Drugs

● **28300 — MALAYSIA**—The Ministry of Health, Kuala Lumpur, has added two additional items to tender for the "Supply of Antibiotics"—1970 (N); bid deadline Feb. 9. The two additional items are formaldehyde solution B.P. 3,250 liters in bottles of 2½ liters, and sodium bicarbonate B.P. 6,944 lbs. in kegs of 112 lbs. Copies of this addition are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230★ (202-967-3394). A review copy will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102★ (Telephone: 415-556-5868).

307 Plastics products

● **30700—BURMA**—3,000 transparent roofing sheets and other corrugations in various colors. Bid deadline Feb. 9. Tender documents available from Construction and Building Materials Division, BDSA-645, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602), and Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

30796 — FRANCE — Construction plastics products: plastic wall panels, adhesive mosaic, good quality, all sizes, colors. Descriptive literature, price lists requested, preferably direct from manufacturers. Direct purchase and agency. Minerva, S.A. (importer, distributor, agent), 16 Place du Palais, 33 Bordeaux. WTD in preparation.

314 Footwear, except rubber

31411—AUSTRALIA—Men's dress shoes, made of leather; exclusive styles preferred. Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W. 2069. WTD in preparation.

31414—AUSTRALIA—Ladies' dress shoes, made of leather; exclusive styles preferred. Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W. 2069. WTD in preparation.

31415 — AUSTRALIA — Children's dress shoes, made of leather; exclusive styles preferred. Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W. 2069. WTD in preparation.

325 Structural clay products

● **32500—BURMA**—1,225,000 glazed tiles (4¼"x4¼"x5.5mm.) of various colors (mainly white), with accompanying 34,000 external corners and 34,000 internal corners. Bid deadline Feb. 13. Tender documents available from Construction and Building Materials Division, BDSA-645, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602), and Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

331 Steel mill products

● **33100—INDIA**—Plates, 2,240 metric tons

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

of various sizes, fire box quality, conforming to certain specifications. Tender #1137/26W/BSL /PR/56529/Global; bid deadline Feb. 9. Chief Purchase Officer, BEAS Purchase Organization. Talwara Township, Punjab. Copies of tender document available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230★ (202-967-2363).

● **33100—IRAN**—600 tons of Rail Anchor clips. Tender #1673,1674/48 (Renewed); bid deadline Feb. 21. 20,000 pieces of 4 and 6 holed Fish-plates of II-A type. Tender #1590/48; bid deadline Feb. 28. Copies of tender documents available from Iran State Railways, Tehran, Iran.

33151—ISRAEL—Steel wire rope and cable of 3 x 4 mm. in diameter (6 x 7 plus 1) for outside television antennas. Requirement: abt. half a million meters per yr. Direct purchase and exclusive agency. Zvi Auslaender (importer, distributor, agent), P.O. Box 1042, Bnei-Braq. WTD in preparation.

335 Rolling, drawing, extruding of non-ferrous metals

● **33500—PAKISTAN**—Supply of copper covered steel wire. Bid deadline Mar. 24; Tender No. Pur. 4-19/69/747. Contact M. N. A. Kirmani, Divisional Engineer (Purchase), T. & T. Directorate General, Government of Pakistan, Block No. 12, Room No. 3, Frere Road, Karachi.

33575—ISRAEL—Insect wire screening made of aluminum. Requirement: 100,000 sq.m. per yr. Direct purchase and sole agency. Zvi Auslaender (importer, distributor, agent), P.O. Box 1042, Bnei-Braq. WTD in preparation.

342 Cutlery, hand tools, general hardware

34232 — AUSTRALIA — Agricultural edge handtools, hand operated; complementary horticultural equipment. Peter Webster Pty. Ltd. (importer, distributor, retailer), Suite 13, 123 Blue's Point Rd., McMahons Point, Sydney, N.S.W. 2061. WTD in preparation.

34290—ISRAEL—Builders' and furniture hardware, specifically doorlocks, padlocks, door- and window-handles (of aluminum), casters, HSS drillers, furniture fittings. Direct purchase and exclusive agency. Zvi Auslaender (importer, distributor, agent), P.O. Box 1042, Bnei-Braq. WTD in preparation.

343 Heating apparatus, plumbing fixtures

● **34300—BURMA**—71 tube well strainers of various screen sizes. Bid deadline Feb. 14, 1970. Tender documents available from Construction and Building Materials Division, BDSA-645, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602), and Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

352 Farm machinery

35222—AUSTRALIA—Horticultural and agricultural equipment; specifically hedge trimmers, sprayers (hand), agricultural transplanters, electric incubators (except laboratory and infant), etc.; also environmental control equipment, irrigation equipment, and hand tools in field of horticulture, agriculture. Peter Webster Pty. Ltd. (importer, distributor, retailer), Suite 13, 123 Blue's Point Rd., McMahons Point, Sydney, N.S.W. 2061. WTD in preparation.

35228—AUSTRALIA—Horticultural and agricultural equipment; specifically hedge trimmers and shears, power (hand operated), complementary lines of equipment. Peter Webster Pty. Ltd. (importer, distributor, retailer), Suite 13, 123 Blue's Point Rd., McMahons Point, Sydney, N.S.W., 2061. WTD in preparation.

353 Construction, mining materials handling equipment, machinery

● **35300—YUGOSLAVIA**—Desires to rent offshore oil drilling rig for approximately six months. The rig is needed to test drill in the Adriatic during the spring and summer of 1970. Interested parties should contact Engineer Nikola Cizmic, Assistant Manager, INA-NAFTAPLIN, Proleterskih Brigada 18, Zagreb.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

354 Metalworking machinery

35482—PORTUGAL—Chain saws; chains and cutting blades. Direct purchase and agency. Sociedade Comercial do Vouga, Lda. (importer, distributor, manufacturer), Apartado #7, Agueda. WTD in preparation.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

355 Special industry machinery

● **35500—VIET NAM**—Complete equipment for manufacturing and canning paint, to include assistance in erection, start-up of plant and supply of material to operate the plant. Tender No. 5206 NSDA 1006; bid deadline Feb. 28. Industrial Development Center, B.P. 336, Saigon. Specifications available on a short term loan basis from the General Industrial Equipment Division (BDSA 647), U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35595—EL SALVADOR—One compact and modern cigarette making machine, with capacity to produce about 2,500 cigarettes per minute for monthly production of about 30 millions of cigarettes. Correspondence requested in Spanish. Tabacalera Salvadorena, S.A. (distributor, manufacturer), Juan Esteban Nasser, 8a. Avenida Norte -final- No. 1135, San Salvador. WTD in preparation.

356 General industrial machinery

● **35600—NEW ZEALAND**—Supply and installation of a continuous 9" ingot gas fired reheating furnace with discharging facilities to suit an existing 3 high 22 inch bar mill. Bid deadline Mar. 6. H. A. Longden, Works Manager, Pacific Steel Ltd., P. O. Box 22-201, Otahuhu, Auckland 6. Specifications are available on a loan basis from the Metalworking Equipment Division, BDSA-649, U. S. Department of Commerce, Washington, D.C. 20230★ (202-967-5652).

35612—GERMANY—Low priced electrical vacuum minipumps operating on 220 V/AC 50 cycle free from maintenance and crashproof, working on swinging lever diaphragm basis. Capacity at about 200 litres per hr. (53 gal. per hr.) at no existing counterpressure. Maximum lifting: —5m (minus 5 meters) (abt. 16'). Medium to be handled: mixture of air and fuel vapor mist. Vacu-Tank Gesellschaft mit beschraenkter haftung (Att.: Dr. Walter Haerle) (importer, distributor, manufacturer), 2000 Hamburg 39, Koernerstrasse 30. WTD 10/69.

359 Machinery

35990—PORTUGAL—Hydraulic hoists for use with truck bodies. Metalurgica Morais & Filhos, Lda. (manufacturer), Vila do Conde. WTD in preparation.

361 Electric transmission, distribution equipment

● **36100—NEW ZEALAND**—Supply 2 each nine panel 250 MVA, 11 KV switchboards. Tender No. 797; bid deadline Feb. 10. Town Clerk, Wellington City Corp., P.O. Box 2199, Wellington, New Zealand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, California 94102 ★(415-556-5868).

● **36100—TRINIDAD**—Supply 32 Units, 250 MVA, 12 kv Distribution Switchgear. Tender No. 1865; bid deadline Mar. 13. The Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad, W.I. Specifications available from the Power & Electrical Equip. Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230★ (202-967-4241). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102★ (415-556-5868).

364 Electric lighting, wiring equipment

36430—GERMANY—Vacuum switches snap or tumbler type of one to three possible feed motors. Methods of operation: diaphragm or cells or bellows. Used tension: 250 V/AC, current at switch 10 amps maximum. Intended to operate special vacuum pumps by means of these switches which run in mixture of air and fuel oil vapor mist. Switch type #1: cut off at —230 mm water column ±50 mm (abt. —9" and ±2"), restarting at —120 mm water column ±30 mm (abt. —5" and ±1-13/64"); switch type #2: cut off at —3675 mm water column ±125 mm (abt. —12'1" and ±5"), restarting at —3250 mm water column ±200 mm (abt. —10'8" and ±8"). Vacu-Tank Gesellschaft mit beschraenkter Haftung (Attn: Dr. Walter Haerle) (importer, distributor, manufacturer), 2000 Hamburg 39, Koernerstrasse 30. WTD 10/69.

36441—AUSTRALIA—Pole line hardware; specifically tapered aluminum lighting columns for street lights. Peter Webster Pty. Ltd. (importer, distributor, retailer), Suite 13, 123 Blue's Point Rd., McMahons Point, Sydney, N.S.W. 2061. WTD in preparation.

365 Radio, television receiving sets

36514—SOUTH AFRICA—Casette tape recorders, other audio equipment, accessories; must be suitable for 220 volts, 50 cycles. Atlas Radio & Electrical Co. (importer, retailer), 18 Broadway, P.O. Box 6001, Durban North, Durban. WTD 12/69.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

374 Railway equipment

● **37400—INDIA**—Supply of 12 sets of automatic 'on track' ballast tampers. Tender No. 2 (1969); bid deadline 12 a.m. (IST) Feb. 18. Joint Director (Civil Engr), Railway Board, Rail Bhavan, Raisina Road, New Delhi-1. India. A set is available for review only in the Transportation Products Division, BDSA-631, Room 4019, Department of Commerce, Washington, D.C. 20230 ★(202-967-4816).

● **37400—INDIA**—Supply of 6 sets of equipment for handling concrete sleepers. Tender No. 1 (1969); bid deadline 12 a.m. (IST) Feb. 16. Joint Director (Civil Engr), Railway Board, Rail Bhavan, Raisina Road, New Delhi-1. India. A set is available for review only in the Transportation Products Division, Room 4019, Department of Commerce, Washington, D.C. 20230 ★(202-967-4816).

381 Engineering, laboratory, scientific, research instruments

● **38100—BURMA**—Supply of laboratory equipment for ceramic works including sieves, electric furnace, viscosity meter, hydraulic press, pyrometer, electric laboratory dryer, electric sander & polisher, etc. Tender No. 111/T/SANY:/PWC/69-70: bid deadline Feb. 5. Issued by the Union of Burma, Public Works Corp., No. 60, Shwedagon Pagoda Road, Rangoon, Burma. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

383 Optical instruments, lenses

● **38300—PAKISTAN**—Supply of 50 clinical microscopes, monocular with modern stand and inclined tube; one set minot rotary microtome on heavy base with rubber feet; two microprojectors with electromagnetically controlled arc lamps. Tender No. S-9/394/SCI/69-70/MK; bid deadline Feb. 2. Issued by Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: "SUPPLY" Dacca. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

384 Surgical, medical, dental instruments

● **38400—CEYLON**—Supply of seven automatic high pressure sterilizers, free standing cabinet or horizontal model, suitable for heavy duty use under humid tropical conditions. Bid deadline Feb. 10. Issued by the Government of Ceylon, Department of Health, P.O. Box 584, Colombo, Ceylon. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

●**38400—CONGO (K.)**—Supply of hospital supplies including 100,000 bandages, 7 cm. wide:

100,000 bandages, 10 cm. wide; 30,000 metallic boxes containing sterilized compresses; 60,000 sterilized individual dressings, 5 cm. wide; 30,000 rolls band-aid, 1 cm.; 30,000 rolls band-aid, 5 cm.; 10,000 rolls band-aid, elastic 5 cm. Tender No. 433/69; bid deadline Mar. 20. Terms and specifications in French. Correspondence preferred in French. Issued by DCMP, Ministry of Health, P.O. Box 1497, Kinshasa 1, Democratic Republic of the Congo. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. ★(415-556-5868).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Jorge Luis Cavanna, Establecimientos Metalurgicos Cavanna (S.A.C.I.F.I.), Pte. S. Derqui 4850, Munro, Prov. of Buenos Aires, **interested in contacting U.S. manufacturers of electrical materials and supplies to explore possibility of producing these items under license in Argentina and requesting technical information.** Jan 11 via New York for 3 weeks. c/o Argentine Consulate, Room 772, Ingraham Bldg., 25 SE Second Ave., Miami, Fla. 33131. Itinerary: New York, Chicago, Philadelphia, Pittsburgh, Atlanta. WTD in preparation.

ISRAEL—Isaac Cohen, owner and manager, I. Cohen/Kayes Ltd., 83A Allebby Road, Tel Aviv, **interested in meeting U.S. manufacturers of swimming and wading pools, related equipment, accessories, and requesting technical information.** End of Jan. via New York for approx. 3 weeks, c/o Janowski Bros., 48 W. 48th St., New York., N.Y. 10036. Itinerary: New York, cities in California. WTD 11/68 under revision.

NEW ZEALAND—P. F. Solnik, P. F. Solnik & Co. Ltd., P.O. Box 879, Wellington, **interested in agencies for basic steel shapes such as plates, sheets, strips, rods, bars, tubing.** Jan. 26 via New York for 5 days. c/o New Zealand Consulate General. Suite 530, 630 Fifth Ave., New York, N.Y. 10020. Itinerary: New York, Los Angeles. WTD in preparation.

Prequalifications invited by Malawi on building Government offices

The Capital City Development Corp. of Malawi proposes to call for tenders for the construction of Phase I of Government Offices for the new capital at Lilongwe in April 1970.

Phase I of the construction of the Government offices consists of three large 3-story office blocks and one small 3-story office block, all with attached conference rooms, and ancillary works, at an approximate cost of three-quarters of a million pounds, Malawi currency. (1 pound = U.S. $2.40).

Applications are invited from contractors wishing to prequalify for inclusion in a list of contractors to be invited to tender for the work.

Further particulars and prequalification questionaires will be provided upon receipt of applications, which should be addressed to: The Chief Quantity Surveyor & Contracts Officer, Ministry of Works and Supplies, Private Bag 45, Zomba, Malawi.

All applications should be submitted before February 28. Only contractors who prequalify will be invited to tender.

Trinidad will purchase electrical equipment

The Purchasing Officer, Trinidad and Tobago Electricity Commission, P.O. Box 121, Port of Spain, requests bids for the following equipment with bid deadline of February 27: Tender No. 1854—1,000 2x40 watt fluorescent street lighting fittings; Tender No. 1855—500 4x40 watt fluorescent street lighting fittings; Tender No. 1856—100 400 watt mercury street lighting fittings; Tender No. 1857—5,000 8″ bolts and nuts (½″ diameter); Tender No. 1858—10,000 8″ bolts and nuts (⅝″ diameter); Tender No. 1859—20,000 45/75 AMP low tension service line fuse connectors; Tender No. 1860—5,000 100/250 AMP low tension service line fuse connectors; Tender No. 1861—30,000 7/10 wire rope clips.

Specifications are available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230★ (202-967-4241). A copy of specifications available for review only, Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

Bangkok harbor project announced; seeks firms wishing to prequalify

The Port Authority of Thailand will soon call for tenders on the construction of the East Quay of the Klongtoi Harbor at Bangkok. The work includes a deepwater quay and lighter quay, two transit sheds, roads and paving, and miscellaneous related projects.

Tender documents are now available for examination at the East Quay Project Office, Port Administration Bldg., Port Authority of Thailand, Klongtoi, Bangkok, Thailand. A complete set of documents will be mailed to prospective tenderers on receipt of a certified check for $200 payable to the "Port Authority of Thailand."

Prospective tenderers are now invited to apply for prequalification. Applications must be received before February 26.

Copies of the official announcement, which provides more details on the project and information on the availability of tender documents, are available from the Construction and Building Materials Division, BDSA-645, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602), and the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—The Argentine State Secretariat of Communications is conducting a feasibility study for the purchase of parcel-post parcel handling equipment. The Secretariat is particularly **interested in obtaining technical information on modern parcel-post handling equipment** now used by the U.S. Post Office. American firms interested in obtaining further information regarding the forthcoming call for bids for this equipment, may correspond directly with the National Director of Communications at the following address: Ricardo Ramon Albarino, Director, Nacional de Correos y Telecomunicaciones, Sarmiento 189, Buenos Aires, Argentina.

THAILAND—The Secondary Education Department of the Ministry of Education, through its comprehensive school project, is **expanding schools throughout Thailand.** Part of the equipment for 13 existing schools has been purchased. Tenders for the remaining equipment for these schools together with all equipment for seven additional schools totaling $1.4 million will be issued in the near future. In the meantime the Government of Thailand is interested in receiving catalogs and information which might assist in preparing specifications.

Interested companies should contact: Ruang Chareonchai, Director, Comprehensive School Project, Samsen Wittayalai School, Rama VI Road, Bangkok, Thailand. A list of subjects for which equipment will be needed may be obtained from: International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

VENEZUELA—The Ministry of Public Works is planning to go ahead with preliminary work on the first 8 kilometers of the **Caracas Subway project.** The first section will cost about $115 million. $65 million will be for civil construction (including tunneling and earth moving equipment) and $50 million for imported equipment, including cars, tracks, controls, etc. Specifications are written to U.S. Standards. The project is similar in nature to the San Francisco Subway.

Additional information can be obtained from the following: Dr. Jose Gonzalez Lander, Director, Oficina Ministerial del Transporte, Ministerio de Obras Publicas, Edificio Camejo, Camejo a Colon, Caracas, Venezuela; Frederick B. Bunting, Resident Director, Parsons Brinkerhoff-Tudor-Bechtel S.A., Apartado 3445, Caracas, Venezuela; Mathew H. Harrison, Project Director or Carl Goepfert, Engineering Director, Parsons Brinkerhoff-Tudor-Bechtel, Caracas Metro Consultants, 515 Market St., San Francisco, Calif.

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

This identification symbol, which appears on each of the International Marketing Information Service reports, is also accompanying announcements made in this section.

Latest IMIS reports are:

Country Market Digest: Best U.S. Sales Prospects in Panama. IMIS 69-28. 8 pp. 10 cents.

World Markets for U.S. Exports. Electric Generation, Transmission, Distribution Equipment Market in the United Kingdom to reach $742 million by 1971. IMIS 69-130. 5 pp. 10 cents.

Exhibitors' Export Market Guides *(for U.S. Trade Center Shows)*: Stockholm—Materials Handling Equipment, Apr. 13-18. IMIS 69-94. 5 pp. 10 cents.

London—Cryogenic and Vacuum Equipment, June 8-12. IMIS 69-95. 6 pp. 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***Forecast of U.S. Oceanborne Foreign Trade in Dry Bulk Commodities.* U.S. Dept. of Commerce (PB 183 250), 1969, 244pp. $3.**

Twenty-five year forecasts of ocean borne exports and imports of 14 principal commodity groups are provided. Total U.S. oceanborne dry bulk trade for five-year intervals by specific country of origin and destination are also given. Export forecasts include: wheat, corn, grain sorghum, soybean and soybean meal, sulfur, phosphate rock, coal, iron and steel scrap with import forecasts: iron ore, manganese ore, chromite, bauxite and alumina, sugar and green coffee.

Write: Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151.

***Directory of Directors: 1969.* Published by the Financial Post, Toronto, 779 pp. $22.**

This 23rd edition of The Financial Post Directory of Directors lists some 13,000 Canadian directors and company officials. It shows their executive positions and directorships. In a separate listing, the Directory gives the boards of directors and executive officers of approximately 2,400 Canadian companies.

Listings include many private as well as public companies. Practically every field of Canadian business is included.

Completely revised, the new Directory is a standard reference work for the business affiliations, positions and addresses of Canada's leading executives; and for the complete boards of directors of key Canadian companies.

Write: The Financial Post, 481 University Ave., Toronto 101, Canada.

***International Policy for the World Economy.* By J. O. N. Perkins. Praeger Publishers, New York. 232pp. $6.**

The recent crises in international monetary arrangements have drawn attention to the proposed reforms of the world monetary structure. This book emphasizes the importance of proceeding with such reforms in the context of the other main areas of international economic cooperation. These include the various policies adopted by different countries to achieve full employment and a strong balance of payments; the promotion of world trade by reductions in tariffs and other obstacles to trade, both generally and among groups of countries; and policy toward capital flows and economic aid.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Manufacture of Heavy Electrical Equipment in Developing Countries.* Ayhan Cilingiroglu. International Bank for Reconstruction and Development (OP No. 9), 1969. 122pp. $3.**

This study of the comparison of prices and costs in developing countries with those in the international market focuses on the heavy electrical equipment industry —equipment for power generation, transmission and sometimes industry (e.g., large motors and electric furnaces), but not communication equipment and consumer durables. The characteristics of the industry are examined as well as factors affecting its competitiveness—international prices, factor costs and production efficiency in the developing countries and factors which may effect comparative costs over time.

Write: The Johns Hopkins Press, Baltimore, Md. 21218.

***International Monetary Fund's 20th Annual Report on Exchange Restrictions.* IMF, Washington, 1969. 538pp. Free.**

This report covers not only developments in the field of exchange restrictions, but also other measures and intergovernmental arrangements that may have direct balance of payments implications. The main developments in restrictive practices covered in the report are in trade and payments restrictions; multiple currency practices, import surcharges, advance deposits and export subsidies; bilateral payments arrangements. Individual surveys of the exchange systems of the member countries of the Fund, including three nonmetropolitan territories are given.

Write: International Monetary Fund, 19th & 'H' Sts., N.W., Washington, D.C. 20431.

***The Growth and Spread of Multinational Companies.* The Economist Intelligence Unit, New York. (QER Special No. 5). 55pp. $7.80.**

The potentials and problems of multinationalism, its impact on national firms and industry and government implications of multinational operations are discussed. Its effects on balance-of-payments, official policy formulation and developing countries are examined. The responses of Japan, Canada, the United Kingdom, France and Europe to multinational spread are presented as well as prospects for the future.

Write: Economist Intelligence Unit, Ltd., 60 East 42nd St., New York, N.Y. 10017.

***British Cases in Marketing.* J. S. Bingham, ed. Business Books Ltd., London. 1969. 183pp. $15.**

British firms have been traditionally extremely secretive about their marketing experiences. This book examines the marketing approaches of five British firms engaged in the sale of consumer products and studies a sixth firm which is a figment of the author's imagination. This sixth case history is used to illustrate ways in which the risk of new product development might be reduced. The entire spectrum of the marketing mix is covered for each of the firms.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

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Calendar *for international traders*

BEAVER FALLS, PA.—Feb. 13—Export Luncheon Forum, Holiday Inn, noon. Sponsors: Beaver Falls Area Chamber of Commerce and Pittsburgh Field Office.

CEDAR FALLS, IOWA—Feb. 4—Bankers and Manufacturers Export Seminar, 10 a.m., Chamber of Commerce Bldg. Sponsors: Cedar Falls Foreign Trade Bureau, Commerce Dept.'s Des Moines Field Office.

CHARLES CITY, IOWA—Feb. 2—Bankers and Manufacturers Export Seminar, Club 218, Grant Ave. 4 p.m. Sponsors: Charles City Chamber of Commerce, Iowa REEC, Commerce Dept.'s Des Moines Field Office.

CHICAGO—Feb. 3—Automotive Exporter's Club of Chicago meeting in the Builders Building.

CHICAGO—Feb. 17-18—Thirty-third Chicago Mid-American World Trade Conference, LaSalle Hotel. Sponsors: International Trade Club of Chicago and the Chicago Association of Commerce and Industry.

CHICAGO—Feb. 19—Meeting of Chicago Midwest Credit Management Assn., Bismarck Hotel.

CINCINNATI—Feb. 4—Advanced Seminar in International Business Problems—Second of five sessions, University of Cincinnati. Topic: Problems of International Marketing Structure. Sponsors: University of Cincinnati, REEC, World Trade Club, and Commerce Field Office.

CLEVELAND—Feb. 18—Basic Export Workshop, 10 a.m. to noon. Commerce Field Office.

CLEVELAND—Feb. 25—Export Documentation Workshop, 10-12 noon, conference room, Cleveland World Trade Assn., Union Commerce Bldg.

DANBURY, CONN.—Feb. 18—Export seminar in the Directors Room, State National Bank, 330 Main Street. 9:30 a.m. to noon. Sponsors: State National Bank, Danbury Chamber of Commerce, REEC, and Commerce Field Office.

DAVENPORT, IOWA — Feb. 6 — Bankers and Manufacturers Export Seminar, Chamber of Commerce Bldg., 4 p.m. Sponsors: Davenport Chamber of Commerce, Iowa REEC, Commerce Dept.'s Des Moines Field Office.

DAYTON, O.—Feb. 4—Second Annual Export Trade Workshop—Second of seven sessions, University of Dayton. Sponsors: University of Dayton, REEC, Dayton World Trade Committee, Commerce Field Office.

DES MOINES, IOWA—Feb. 5—Bankers and Manufacturers Export Luncheon, Hotel Savery, noon. Sponsors: Greater Des Moines Chamber of Commerce, Iowa REEC, Commerce Field Office.

ERIE, PA.—Feb. 10—Export Luncheon Forum, Serafini's Restaurant, noon. Sponsors: Greater Erie Chamber of Commerce, Commerce Dept.'s Pittsburgh Field Office.

FAIRFIELD, CONN.—Feb. 5—Export Managers Club of **Bridgeport (Southern Connecticut)** monthly luncheon, 12-2 p.m., Fairfield Motor Inn.

FAIRFIELD, IOWA—Feb. 5—Bankers and Manufacturers Export Dinner, Steamer House, 6 p.m. Fairfield Chamber of Commerce, Iowa REEC, Commerce Dept.'s Des Moines Field Office.

GREENSBURG, PA.—Feb. 18—Export Luncheon Forum, Lakeview Restaurant, noon. Sponsors: Greensburg Chamber of Commerce, Commerce Dept.'s Pittsburgh Field Office.

HELENA, MONT.—Feb. 19—8:45 a.m.-4 p.m. Montana Chamber of Commerce Offices. "Foreign Trade Seminar."

MASON CITY, IOWA—Feb. 2—Bankers and Manufacturers Export Luncheon, Holiday Inn, noon. Sponsors: Mason City Chamber of Commerce, Iowa REEC, Commerce Dept.'s Des Moines Field Office.

NEW BRITAIN, CONN.—Feb. 3—7 p.m. to 9 p.m. export seminar "Introduction to World Trade" at the New Britain Chamber of Commerce, Board Room, 24 Washington St. Sponsors: New Britain Chamber of Commerce, REEC, and Commerce Field Office.

NEW YORK—Feb. 3—FCIB Roundtable conference on Foreign Exchange, Credit, Collection and Finance Problems. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Feb. 17—International Executives Assn. luncheon meeting, Hotel Statler Hilton. Speaker: Sidney Brown, Economics and Associate Editor, the Commercial and Financial Chronicle.

PHILADELPHIA—Feb. 4—In-office workshop on Export Documents, Commerce Field Office, 10 a.m.

PITTSBURGH—Feb. 5—Export Declaration Procedures Seminar, Commerce Field Office, 10 a.m. **Speaker: Frederick L. Brooks, Asst. to the Director of the Office of Export Control, U.S. Dept. of Commerce, Washington.**

READING, PA.—Feb. 11—Monthly dinner meeting of the Reading Foreign Traders Assn., Abraham Lincoln Hotel, 6 p.m.

SEATTLE—Feb. 3—"Banking & Insurance for Exporters," 8021 Federal Office Bldg., 10 a.m. to noon, Seattle Field Office.

TRENTON, N.J.—Feb. 6—Monthly meeting of the Delaware Valley International Trade Assn., Don Young's Restaurant, 12:15 p.m.

WASHINGTON, D.C.—Mar. 4—Dinner meeting on Foreign Trade and Investment Policy, Brookings Institution. **Speaker: K. N. Davis, Jr., Asst. Secy. of Commerce for Domestic and International Business.**

WASHINGTON, PA.—Feb. 18—Export Luncheon Forum, George Washington Hotel, noon. Sponsors: Washington Chamber of Commerce, Commerce Dept.'s Pittsburgh Field Office.

WATERLOO, IOWA—Feb. 3—Bankers and Manufacturers Export Seminar, Howard Johnson's, 4 p.m. Sponsors: Waterloo Chamber of Commerce, Iowa REEC, Commerce Dept.'s Des Moines Field Office.

YORK, PA.—Feb. 17—Monthly meeting of the York Area World Trade Assn., York Chamber of Commerce offices, noon. Speaker: William Menseck, vice president, Fidelity Bank. Topic: South American Trade.

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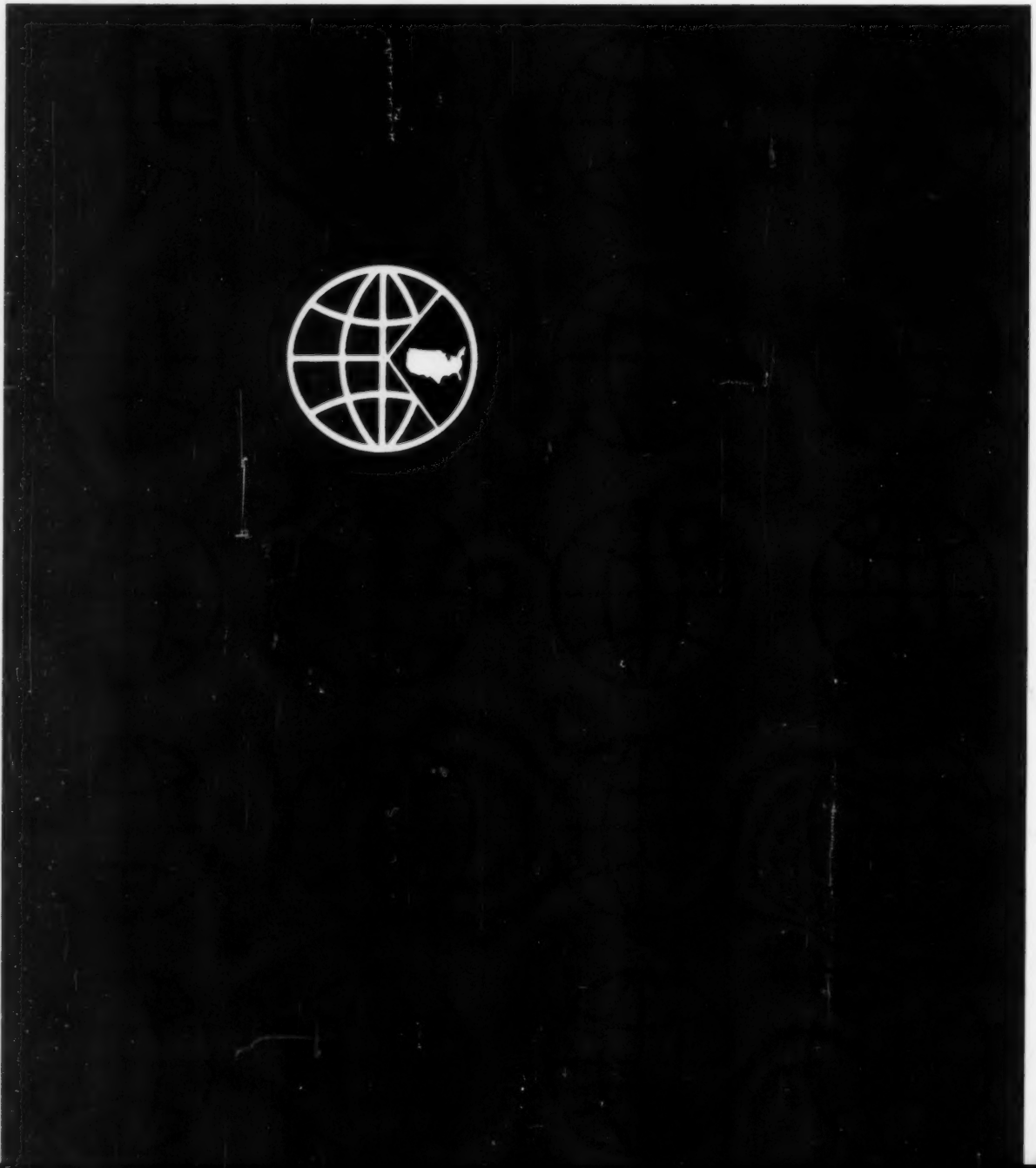
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